



# KENT ON SUNDAY

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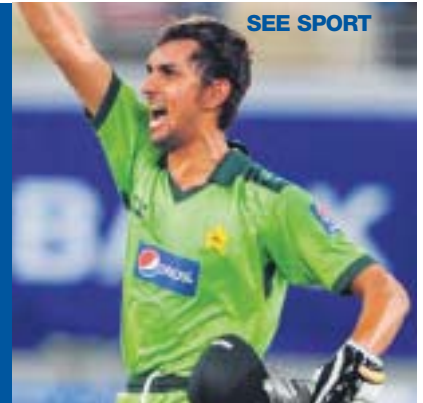
No.426

November 21, 2010

Complimentary

## LASHINGS SET FOR TALKS WITH PAKISTAN CRICKETER

### EXILED WICKETKEEPER ZULQARNAIN HAIDER OFFERED SHELTER



SEE SPORT

# TRUSTS' BIG FREEZE ON OPERATIONS FOR WINTER

By **MARIJKE COX**

HEALTH experts have accused NHS trusts of cutting frontline services to save management roles after GPs were told to stop referring non-urgent cases to hospitals.

The radical move will see operations such as hip and knee-joint replacements, limb prosthesis, certain prostate cancer treatments, and surgery for cataracts, deferred in a bid to save money and free up hospital beds in east Kent.

The county's representative for the British Medical Association, Dr Paul Hobday, and bosses from leading charity Age Concern warned that patients would suffer as a result. Maidstone GP Dr Hobday called the move "pathetically short-sighted" and said health trusts should look at cutting manage-

## 'Pathetic' move to protect NHS management roles, claims GP

ment jobs, not frontline services.

"Once April comes there will be a flood of referrals and they won't be able to cope," he said. "This is only going to end up costing more in the long-term."

"Managers come in to check our fridge temperatures or to explain protocol in opening letters. I think people would prefer them to go rather than this."

"With a small bit of investment, savings would be made in the long run."

He added: "We know what's coming next. GPs are the ones that are going to have to do the rationing. This isn't doing much for the doctor-patient relationship."

Sixty-four treatments and operations deemed low priority are being deferred through the winter months at NHS Eastern and Coastal Kent. A handful

in NHS West Kent are also being put off until April, including surgery for obesity and IVF. Charity bosses have voiced concern, warning that savings in the short term could mean more being spent in future as elderly people struggle in pain through the winter.

Paul Coles, chief executive of Age Concern Maidstone, said in the case of hip and knee replacements, if people were made to wait their joints could deteriorate. "They are more likely to slip or fall and end up in A&E," he said.

"It's far better to get these things treated as non-emergencies. This kind of short-term saving won't keep people out of A&E."

He said the NHS should be looking at

CONTINUED ON PAGE TWO




Picture: TIM ROOKE/REX FEATURES

## Kate Middleton – our Maid of Kent

SEE INSIDE FOR FULL STORY

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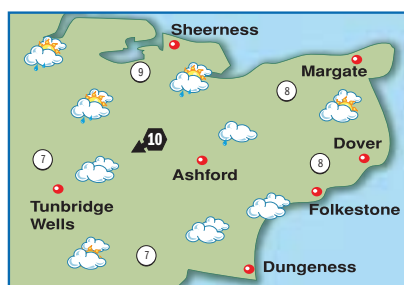


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## Kent today



**TODAY:** A mostly cloudy start to the day. Turning increasingly bright with sunny spells developing with a few light showers. A gentle north-easterly wind. Max temp 6-9C (43-48F). **TONIGHT:** Clouding over during the evening but it looks set to be largely dry. Min temp 3-6C (37-43F).

## Around Britain

		°C	°F			°C	°F
Aberdeen	rain	7	45	London	cloudy	9	48
Belfast	cloudy	7	45	Liverpool	cloudy	8	46
Birmingham	cloudy	7	45	Manchester	cloudy	7	45
B'mouth	cloudy	8	46	Newcastle	showers	6	43
Bristol	cloudy	8	46	Norwich	rain	8	46
Cardiff	cloudy	8	46	Oxford	cloudy	8	46
Cork	cloudy	7	45	Southsea	cloudy	9	48
Edinburgh	cloudy	7	45	S'hampton	cloudy	8	46
Glasgow	cloudy	7	45	Southport	fair	8	46
Isle of Man	cloudy	8	46	Swansea	cloudy	8	46
Leeds	cloudy	6	43	Torquay	cloudy	8	46

## Sun & moon

Sunrise	7.24am	Sunset	3.58pm	Lighting up times:
Moonrise	3.27pm	Moonsset	7.18am	3.58pm to 7.25am

## High Tides

	today		tomorrow	
	ht (m)	ht (m)	ht (m)	ht (m)
Dover	10.19	6.3	22.42	6.4
Margate	11.27	4.5	23.41	4.5
St Mary's	04.00	5.4	16.18	5.4

## Week ahead

<b>monday</b> Dull. Showers. max 8C min 3C	<b>thursday</b> Showers. max 5C min -1C
<b>tuesday</b> Showers. max 8C min -1C	<b>friday</b> Sunny spells. max 7C min -2C
<b>wednesday</b> Showers. max 6C min -2C	<b>saturday</b> Sunny spells. max 7C min -1C

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# Stop non-urgent referrals, GPs told

CONTINUED FROM FRONT PAGE

its own administration and management to save money: "They should make savings where they can in bureaucracy rather than making savings that will affect elderly people in Kent."

Health chiefs at NHS Eastern and Coastal Kent admitted doctors had been asked to stop non-urgent referrals during the winter, as well as extending the average waiting time for treatment by three weeks to 16 weeks, although the trust said it was still beating its 18-week target.

The trust also stressed it was making 48 per cent management cost reductions, which would involve cutting jobs.

A spokeswoman said: "This list represents a number of procedures that have been classified as offering low clinical health gain and/or poor value for money."

She said the list was compiled by a clinical review of best practice and the latest clinical evidence which highlighted the efforts to improve the quality of care and demonstrated clinical effectiveness and value for money.

Medical director of the trust, Robert Stewart, said: "The PCT is taking action to keep beds available at the busiest time of year and asking GPs to consider other urgent options to bring down spending."

"We are required by the Department of Health to achieve a £12 million surplus by the end of March, 2011. However, in the first six months of this year more patients have been treated faster than planned. This, of course, means we spent more money."

## Pressures

Mr Stewart said despite Government protecting NHS budgets, increasing pressures had led to the trust being unable to meet demand unless tough decisions were made.

"As a consequence of our hospitals treating more patients and the increase in referrals from GPs, coupled with the increased demand on services during the winter, we are looking hard at every penny we spend," he said.

"We are predicting our overspend could rise to

£19m by the end of the financial year."

As well as cutting referrals, the trust is working with GPs to see how patients can be treated more effectively in the community rather than hospital, where appropriate.

NHS West Kent, which has asked GPs to put off referrals in gender reassignment, IVF and surgery for obesity, defended the move, stating management cost cuts of 46 per cent were being planned over the next three years in a bid to save £29m.

Health chiefs said the trust was looking at treatments that can be put back while planned savings programmes take affect.

Marion Dinwoodie, NHS West Kent's chief executive, said: "No-one with a compelling clinical need for treatment this year will miss out, but we are asking GPs to consider if referrals for treatments like gender reassignment or IVF can be delayed until next year."

A spokeswoman at NHS Medway said discussions about possible options with GPs would be taking place shortly.

# Nursing union warns of threat to NHS jobs

## Health chiefs deny 400 posts could be slashed

By **MARIJKE COX**

marijke.cox@kosmedia.co.uk

HEALTH trusts have dismissed claims that hundreds of NHS jobs are to be slashed, despite warnings in a new report.

Research by the Royal College of Nursing found 403 posts could be cut in the South East region, including nurses, midwives and healthcare assistants, with many from Kent.

But the NHS South East Coast strategic health authority (SHA), which oversees the county's three primary care trusts, said it did not recognise the figure and had advised local health bodies to make efficiency savings that did not impact on patients.

## Quality

A spokeswoman from the SHA said: "It's about improving quality and using innovation to reinvest in frontline services and patient care."

The county's health organisations, including PCTs, community care trusts and hospital trusts in Medway, West Kent, and Eastern and Coastal Kent, said there were no plans to cut nursing jobs. Maidstone and Tunbridge Wells NHS Trust said it was trying to recruit.

John Kennedy, deputy director of nursing, said: "We are actively filling posts and have just held a recruitment campaign in Ireland."

"We have vacancies to fill in frontline care and welcome applications from any nurses looking for new opportunities in Kent."

The SHA official admitted other trusts needed to make efficiency savings. "We are working hard with local NHS colleagues to drive up quality and standards by sharing best practice and experiences," she said.

"The NHS received a real terms increase in funding in the Government's comprehensive spending review, but even with this commitment, in order to meet demand and improve services, the NHS needs to make efficiency savings."

"While it is for local trusts to determine their specific workforce needs, we have made it clear efficiency savings must not impact adversely on patient care."

But according to the Royal College of Nursing report, nurses nationwide have seen staff reductions already. The union warned that fewer staff, combined with cuts in local government and social care, meant the situation could reach crisis point.

Patricia Marquis, regional director of the Royal College of Nursing, said it would be a

tragedy if the health service was to take a step backwards.

"We understand the Government wants to protect frontline services and that these are extremely difficult times," she said.

"However, what we are seeing on the ground is a world away from the rhetoric about protecting the frontline."

"Right now, staff are not only concerned about losing their jobs, they are concerned about how they will cope if they stay."

## Diluted

"I urge managers to prioritise safe staffing levels when they are looking for ways to save money."

The union warned that nationwide, NHS organisations had plans to reduce hospitals by almost 27,000 staff – the equivalent of closing all the hospitals in east Kent three-and-a-half times over.

Dr Peter Carter, chief executive and general secretary of the union, said: "Nurses are now coming to us with examples of vacancy freezes and diluted skill mix which leaves them concerned for services and patients in the here and now."

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## Boleyn family tree reveals couple's common ancestry

# Kate's Kentish past

By **CHRIS MURPHY**  
editorial@kosmedia.co.uk

KATE Middleton may be the first commoner to marry an heir presumptive to the throne in 350 years, but her Kent past is nothing to be ashamed of.

And she may even have some royal blood too, making her and William kissing cousins – albeit 12 times removed.

She and Prince William will wed next year and it has emerged Kate, 28, has plenty of ancestral connections with the county.

Catherine Elizabeth Middleton, known as Kate, breaks the three-and-a-half century record set when Anne Hyde wed the Duke of York who was later crowned James II, in 1660.

Researchers William Addams Reitwiesner and Michael J Wood have compiled her family tree and it has emerged Kate had plenty of family in Kent.

Her great-great-grandfather Frederick John Glassborow was born in Nelson Terrace, Haggerstone, Middlesex, on February 22, 1859.

He was a commercial clerk, rising to become a shipping manager in 1920.

Glassborow died at Homeleigh, Lismore Road in Beltinge, on December 21, 1932.

A great-great-grandfather was building labourer and brick-maker John Goldsmith, born in Maidstone, in 1827. He died tragically from internal strangulation, a bowel condition, in Islington in June, 1888.

With details becoming slightly more vague, Kate had a great-great-great-



**WEDDING:** Kate Middleton and Prince William. And, left, a drawing traditionally thought to be of Hever's Thomas Boleyn

grandfather, again called John Goldsmith, who was born in Kent in 1783. He was in the building trade and was a carpenter; he died around 1851.

He was married to Rebecca who was born in Maidstone in 1796, and died from bronchitis while at Church Street, Tovil, on December 29, 1869.

Under a section labelled 'plausible continuation of the ancestry of Kate Middleton' by the researchers, she has under 14 'greats' some noble blood in the guise of Thomas Boleyn, 1st Earl of Wiltshire who was born in 1477 at Hever and died at Hever Castle, on March 12, 1538 or 1539.

The father of Anne Boleyn, the second wife of Henry VIII, was a diplomat and politician whose grandfather Geoffrey Boleyn, a wealthy mercer, had purchased the Kent manor home. Boleyn was the maternal grandfather of Queen Elizabeth I.

Hever said it was fascinating to be told by KoS of their apparent Royal link.

Hever historian Anna Spender said: "Thomas Boleyn is Kate's 14th generation great grandparent. He had three children together with his wife Elizabeth Howard: Mary, mistress of Henry VIII; Anne second wife of Henry VIII and mother of Queen Elizabeth I; and George. The children spent their childhood at Hever Castle.

"In 2011, Hever Castle is holding an exhibition of families who lived at the castle over the centuries, including the Boleyn family.

"Prince William and his fiancée, Kate Middleton, are distantly related, 12th cousins once removed, and are descended from the Boleyn family who owned Hever Castle in Kent between 1462 and 1538.

"Thomas Boleyn is Prince William and Kate's 14th generation grandfather. They are descended from Mary Boleyn's side of the family.

"Mary Boleyn's daughter, Catherine Carey, married Francis Knollys. Their daughter Elizabeth had important connections: not only was Anne Boleyn her great-aunt, but she was a cousin once removed and Maid of Honour to Queen Elizabeth I.

"In 1578 Elizabeth Knollys married Thomas Leighton, a diplomat and soldier; and together the couple had three children – a son Thomas, and daughters Elizabeth and Anne.

"It is from Elizabeth Leighton's side that Kate descends, while William's ancestor is her sister Anne."

• See *Businesses Week* for how the Royal nuptials will boost Kent's wedding industry.



## Sophie: I wish them all the love and luck in the world

THE Lord Lieutenant of Kent has responded with joy to the news that Prince William is to marry next year.

Allan Willett is the Queen's representative in Kent.

The lord lieutenant said: "My wife Anne and I, and all members of the Kent Lieutenancy, were absolutely delighted to hear the announcement by the Prince of Wales of the engagement of Prince William to Miss Catherine Middleton.

"We wish them every happiness."

The lieutenancy added that Mr Willett

has not yet met Miss Middleton and it was too early to say if he will be invited to the wedding.

When the big day finally arrives in spring or summer next year, the couple are likely to be married by the Archbishop of Canterbury Dr Rowan Williams.

Dr Williams presided over the blessing that followed the 2005 Charles and Camilla wedding, while his predecessor Robert Runcie led the 1981 ceremony of Charles and Diana.

And the Countess of Wessex has sent Prince William and bride-to-be Kate Middleton "all the love and luck in the world" after they announced they are to tie the knot.

Sophie Wessex married Prince Edward in 1999, before that she lived in Brenchley and attend West Kent College in Tonbridge.

She added: "Everybody's absolutely thrilled and we wish them all the love and luck in the world."



**MESSAGES OF SUPPORT:** Archbishop of Canterbury, Dr Rowan Williams, and right, Sophie, Countess of Wessex

## No death charges

FOUR schoolchildren arrested after a fatal accident on the A20 will not face prosecution.

Michael Baker, 47, died following the crash on the A20 near Swanley interchange in July. He had been a passenger in a truck that hit a lorry.

Kent Police arrested the children, aged between 10 and 15, and they were questioned on suspicion of manslaughter.

There had been claims that before the accident stones were being thrown at traffic from the side of the road.

Mr Baker, of Littlehampton, West Sussex, suffered serious injuries and died in hospital.

## Crash cuts off isle

FOURTEEN people, including three children, were taken to hospital after a series of road accidents caused Sheppey to be cut off from mainland Kent.

A five-car pile-up near the new Sheppey Crossing resulted in officers diverting traffic to the old Kingsferry Bridge on Thursday morning, but within 20 minutes there were a further three crashes on the bridge.

It is believed the pile-up began when a broken down vehicle was hit by oncoming traffic.

To see this clip search 'Howard' @ yourkenttv.co.uk



Folkestone's Lord Howard delivers the opening speech at our inaugural Business Week Live show

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## College blow as funding axe falls on 'innovative' partnership

By **MARIJKE COX**

marijke.cox@kosmedia.co.uk

A LEADING academic has condemned the decision to scrap funding for a creative learning programme, claiming it will create a national crisis

Headteacher Sonette Schwartz, from Brockhill Park Performing Arts College in Folkestone, said the threat to the Creative Partnerships scheme would come as a blow to all schools in Kent and could affect the future of the country.

She said the project, which became one of the first casualties of arts funding cuts, enhanced learning and re-evaluated the way lessons were taught.

"This isn't about performing arts and jumping around on stage," she said. "We work in maths and science in this way, too. Creative Partnerships enhances the way we teach children. It teaches them ingenuity, how to problem-solve, how to think outside the box and how to impart knowledge. We need people who can do this for the future of the country."

Creative Partnerships was launched by the Labour government in 2002 in response to criticism that the National Curriculum's heavy focus on maths and literacy was stopping opportunities for creativity in education, something considered as crucial to the modern workplace.

It led to arts professionals being brought into schools to show teachers how to use creative approaches to tackle complex challenges, not only in arts subjects but maths, science and literacy. But arts funding has been reduced as part of the coalition Government's sweeping cuts, meaning Arts Council England is no longer able to fund the scheme.

Mrs Schwartz said: "We're very upset about

# Head says arts cutbacks will stifle creativity and prosperity

it. It's an unfortunate situation to be in.

"We've worked very closely with Creative Partnerships, improving the way we teach and looking at how students learn. It's going to be a real loss for us and a real loss for education."

Cllr Mike Hill, Kent County Council's cabinet member for community services, said Creative Partnerships has provided additional and innovative approaches to creative education for a wide range of schools, not only those which specialise in creative arts.

### Impact

"As well as the work they undertake in arts education they use creative processes to unlock understanding of a range of subjects, such as maths and science," he said.

"There are many talented teachers in Kent who are more than capable of delivering the

curriculum. However, they have benefited from the additional skills learned working with Creative Partnership staff."

Earlier this year, Professor Elaine Thomas, vice-chancellor of the University for the Creative Arts, which has campuses in Canterbury, Maidstone and Rochester, said creativity was needed to take Britain into a period of sustained growth.

Her comments came in the wake of spending cuts to the university.

Paul Collard, chief executive of Creativity, Culture and Education, said: "Once these are gone there is no turning back and the impact on the next generation is not something that can be fixed once public finances are restored."

News and sport updated daily online  
[www.kentnews.co.uk](http://www.kentnews.co.uk)

## 'Friendly fire' death

NO PROSECUTIONS are to be made after the 'friendly-fire' death of a soldier in Afghanistan.

Maidstone-born Lance Corporal Michael Pritchard, 22, of the 4th Regiment, Royal Military Police, was shot in Sangin, Helmand, in December, 2009.

Royal Military Police investigated whether Lieutenant Michael Holden, serving with A Company, 4 Rifles, had acted with "gross negligence" in the incident. L/Cpl Pritchard had been watched by an Army patrol base and was believed to be a Taliban insurgent.

It was decided Lt Holden, who did not fire the fatal shot, would not face charges on the grounds he acted on the instruction of a senior officer. There will now be an inquest.

THE chairman of leading chartered surveyors Cuxtons has died of cancer. Father-of-three James Pilcher, who lived in Gravesend with his family, had battled the disease since December, 2008.

As chairman of Cuxtons, he worked in commercial property and continued to work while undergoing treatment. Mr Pilcher died, aged 50, on November 4 and his funeral was held at Christ Church, Gravesend, on Tuesday.

To view this, search 'Tom' @ [yourkenttv.co.uk](http://yourkenttv.co.uk)



KoS reporter Tom Howard takes a white-knuckle high-speed ride around the Brands Hatch track

## Rising tide of water quality

EVERY bathing beach in Kent has been awarded top quality status for clean water.

Findings by the Department for Environment, Food and Rural Affairs and the Environment Agency (EA) showed the county's 28 bathing spots met the highest European standards for water quality. It comes just weeks after Kent's coastline was named by leading travel guide Frommer's as a top world destination.

Tourism bodies are celebrating both accolades and say they will attract even more people to the coastal towns.

Chris Kirkham, of tourism board Discover Folkestone, Hythe and Romney Marsh, said: "There's a lot of positive news being generated by the Kent coast. We've had more people

deciding to holiday in the UK in recent years, especially because of the strong euro. I don't think that's likely to change and expect to see people continuing to take holidays in Kent."

Areas such as Thanet, which has celebrated bays with Blue Flag status – certification showing a beach meets stringent standards – already attracts thousands of tourists each year.

A Thanet council official said: "We work closely with the EA and Southern Water, who provide water quality results. We monitor this constantly, as it's a consideration for many people when they come to visit our beautiful beaches."

This year, eight out of 10 beaches across England and Wales reached the highest water quality standards – a record number.

## Looking for ideas this Christmas?

See this weeks  
*Kentish Christmas*  
feature inside Review



KENT ON SATURDAY

KENT ON SUNDAY



## Second Nature

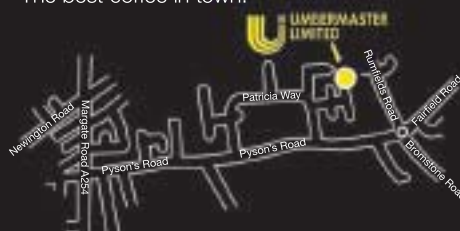
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# THE INTERVIEW



BY TOM BETTS

## Picking up your Aitches

**T**HE idiosyncratic nature of British life is examined by author Iain Aitch in the pages of his latest humorous book.

In *We're British, Innit*, the Thanet-raised writer examines the nature of island life.

As much as we like to think of ourselves as a nation of war-winning Churchillian bulldogs, we are also a nation of EastEnders-watching, Wetherspoons fans, and Aitch knows that only too well.

He said: "It is, essentially, a lexicon of Britishness, based on the understanding that the Life in the UK Citizenship Test is not exactly reflective of actual life in the UK."

"The idea came about after I was talking to my editor about an idea for a book on Britain. I wanted to do something about trying to find what 'Middle England' really meant and it wasn't really going anywhere, but this came from that."

"The test itself is like a weird GCSE cross-section of British history, rather than what Britain and its people are actually about."

"They seemed to choose an odd selection of things. If people want to know what Britain is about, if you're moving here, then you need to know more than who the Royal Family are."

"India call-centre staff were apparently being shown episodes of EastEnders to help them get to grips with colloquial English, so it's not that absurd an idea. God help them though, if that's not a deterrent to come here, what is?"

Typical entries in the book include aloppops, baked beans, apologising, pubs and Irn Bru.

It's an eclectic mix and Spurs fan Aitch, 41, also took certain inspiration from Thanet, and in particular his home town of Margate, into account when he was putting together his A to Z guide of the cultural fabric that makes up life in this country.

He said: "The place you're brought up in has a massive influence on your life. At



Picture: ELIZABETH BLANCHET

**GREAT BRITON:** Author Iain Aitch draws on his experience of life in Thanet as he explores the nature of being British in his latest book

school I had a teacher called Bob Lilley who was a great influence in my learning the timing of risqué humour. I really can't think of another teacher that I respected during all my years of education."

"I've written about Dreamland a fair bit and that was certainly an inspiration to grow up around. I think I also developed an early taste for pop culture and fashion thanks to Margate, as so much of it came to town just days after hitting London."

*We're British, Innit* was added to when it came out in paperback.

Through his website, Aitch received many ideas for inclusion in the book.

He said: "It's great when you get feedback from your readers. It's nice to hear from people who have read your work and have something to say about it."

"I say in the intro to the book that I'm always open to new ideas. Five of the new ones I was sent were included in the paperback and written up in the style of the book, before I sent the contributors a copy."

Aitch will always have a place for Kent in his heart, but now lives in Stratford.

However, he travels far and wide to work.

He said: "I've worked for magazines all over the world and I even get to travel outside of the UK on occasion. I do specialise in writing about Britain and Britishness, so that does limit the amount of exciting overseas assignments. But I've also written TV stuff for Channel 4 and I'd certainly like to do a little more of that."

**• *We're British, Innit* is published by Collins and has a RRP of £7.99. It's available from all good bookshops as well as online at Amazon.**

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# Mortuary service is next in line for cuts

By **STEVE KNIGHT**

steve.knight@kosmedia.co.uk

BEREAVED families may be forced to travel miles to identify dead relatives if plans to establish a single mortuary for Kent are approved.

The proposal is one of several being considered by County Hall in an attempt to prevent the cost of the county's coroners' service spiralling out of control.

Kent County Council currently spends about £1 million per year on post-mortem examinations at five different hospitals throughout the region, but bosses believe it would be cheaper in the long-term to have a mortuary owned by the taxpayer.

A second option being considered is to build one mortuary in the east and another in the west, with the latter also offering post-mortem services to local authorities outside of Kent.

The job of a coroner is to inquire into deaths reported to them which appear to be violent, sudden or of unknown causes.

They seek to establish the cause of death, if necessary by a post-mortem and if the cause remains in doubt then an inquest is held.

The issue was discussed at a meeting of the council's communities policy overview and scrutiny committee last week, when Cllr Jean Law (Con, Herne Bay) said: "I understand we



**SUFFERING:** Families could have to travel long distances to identify dead loved ones

have an overspend but at no point have I heard any mention of the effect on the public, and I would be very much against having one mortuary for the whole of the county.

"This is a sensitive issue because the coroners' service is not just for the deceased but for the bereaved as well, we must consider travelling across Kent isn't easy for a lot of people."

The average cost of a single post-mortem examination is £189, and last year 4,396 were held in Kent – accounting for more than half of the 7,443 deaths reported.

KCC will face even more financial pressure next year when Dartford and Gravesham NHS Trust increases its annual charge at Darent Valley Hospital by a staggering 157 per cent, from £97,000 to £249,000.

The authority also spends £425,000 a year

on pathologists' fees. In addition to the mortuary plan, the council is looking to save cash by cutting the number of coroners from four part-timers to one full-timer.

Current Mid Kent and Medway coroner Roger Sykes is due to retire at the end of April, and his successor will eventually take responsibility for the three other districts – north-west Kent, north-east Kent and central and south-east Kent – once the other coroners resign or retire.

That person will then be supported by a team of deputy coroners.

KCC also plans to make savings by holding more inquests at council-owned buildings like its County Hall headquarters in Maidstone.

"The increase in post-mortems is largely about the culture of this country," said Clive Bainbridge, director of community safety and regulatory services.

"The role of the coroner has changed. They've been around for hundreds of years but only recently have people heard of them."

"Their profile has been heightened by the fact people are more litigious than they used to be. They don't accept people die by accident."

Meanwhile, Mr Bainbridge also revealed the council plans to lobby the Government over the 2009 Coroners and Justice Act.

One of the provisions of the Act was the introduction of a chief coroner to oversee the entire system, but last month the Government said this would not happen due to cash constraints.

## Coleen picks KoS reader as winner

A KoS reader has won £750 in vouchers in a national fashion contest.

Linda Hawey entered the Littlewoods.com contest in this paper last month and now her Union flag style design has won national acclaim.

Linda, from Sellindge, was whisked to the Pride of Britain Awards and met Coleen Rooney, who was a judge.

She said: "I've been really impressed with the quality of the entries to the Littlewoods Proud to Dress Britain competition."

"Designs had to take inspiration from the colours of the Union flag. The



**DESIGNER:** Linda Hawey meets Coleen Rooney

entries really embraced this and we received brilliant creations from all over the country.

"The three winners stood out to me because their designs were so creative in making items which were both patriotic and fashionable."

Littlewoods launched the national search for a top designer to find who could best bring to life their interpretation of British pride and Linda's dress suitably impressed, only narrowly missing out on the national prize.

Linda, 62, said: "I am a regular reader of KoS and saw this competition and thought I would have a go. I was looking after my grandchildren and we were doing some colouring and my dress design just took off."

"I have never done anything like this before and to be taken up to London and meet Coleen was brilliant."

"I had a fantastic time – I can't believe she liked my design so much. Perhaps I have a new career in front of me as a top designer."

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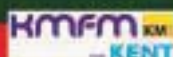
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# Winter service ready for snow

## Communities given salt supplies to help beat extreme weather

COUNTY Hall transport chiefs insist lessons have been learned from the severe snowstorms that brought Kent crashing to its knees almost one year ago, **writes Steve Knight.**

Roads were gridlocked, ferries delayed and trains cancelled during the worst period of icy weather since the 1970s, resulting in three 'snow emergencies' being called between December and February.

And following a week where gale-force winds and torrential rain have battered the UK into submission, Kent County Council says it is well-prepared to tackle anything the heavens throw at it this winter.

"I think there was recognition across the country that changes needed to be made after last year," said Carol Valentine, community delivery manager for winter services.

"This isn't a country where you usually get



**PREPARED:** Lessons have been learned in a bid to try and prevent the gridlock caused by last winter's extreme snowfall

weather like that, but we have certainly learned a lot from the experience."

Kent's winter service officially started on October 25 and will run until the end of March next year with a budget of £2.4 million.

The council's highway services team has a

large quantity of road salt in preparation for the icy weather, with 23,000 tonnes currently being stored in eight depots throughout the county.

However, this year district and parish councils will also be allocated their own supplies following criticism that KCC did not have the local knowledge required to identify what roads and pavements needed gritting first.

A consultation of council leaders and chief executives last spring concluded that the winter service was "disjointed and poorly-prepared", but Mrs Valentine said lessons had been learned from the criticism.

"We'll be working much more closely with the districts this year," she said. "While our main priority is to keep the roads clear, we know the town centres really matter to people too, so the district councils will take responsibility for them."

"The parishes will be involved as well, with more than 140 of them receiving one tonne of salt each to be used primarily on pavements."

One of the most damaging knock-on effects of last winter's icy onslaught was the erosion of Kent's road network through giant potholes.

However, KCC has revealed that £6.5m has been spent filling 31,400 individual craters across the county over the last six months.

Leader Cllr Paul Carter said: "The specialist tarmac firms have done a fantastic job. The roads are in a vastly better condition than they have been for many years and that's down to the hard work of these contractors, many of whom worked exceedingly long hours up to seven days a week to get this work done."

"Under the 'find-and-fix' system, crews fixed virtually every pothole in the road, and as a result carried out about six times the amount of work than would normally have been done."

Meanwhile, Kent Highways also plan to produce media bulletins providing information on when and where salting crews will be on the road and how much salt is being laid.

The salting routes will also be published at [www.kent.gov.uk/transportandstreets](http://www.kent.gov.uk/transportandstreets).

# Lines of communication to keep us on track

RAIL operator Southeastern has launched an online tool allowing passengers to see at the touch of a button how train services are operating.

The new feature has been introduced as part of the firm's winter preparations and shows either 'good service', 'minor disruption' or 'major disruption' on each of the 12 Metro,

mainline and high-speed lines.

It also includes a route map showing how disruption may affect certain journeys.

Rail services were badly hit during last winter's severe weather conditions, with some 100 instances where Southeastern services were significantly delayed.

The average delay lasted for an hour and 20 minutes, with the longest a staggering seven hours.

In an attempt to improve communication with passengers, Southeastern says all drivers and conductors have now been issued with BlackBerry mobiles so they can receive immediate updates from control.

Customers can also get updates on Twitter and sign up for email alerts tailored to their individual journeys.

In addition, Network Rail is installing more than 16,000 metres of heating strips on lines throughout Kent to prevent them icing up in cold weather.

Service delivery director Vince

Lucas said: "We hope the changes we have made will be a noticeable improvement in passenger communication but realise there will always be more that can be done."

"We are committed to continuing to learn and improve, and these changes are just the next step."

See [www.southeasternrailway.co.uk](http://www.southeasternrailway.co.uk).



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# Motorists' fury as gale shuts bridge but tolls stay open

By **STEVE KNIGHT**

steve.knight@kosmedia.co.uk

**MASSIVE** delays caused by the closure of the Dartford crossing could have been avoided if the tolls had been temporarily suspended, angry motorists claim.

Last month the Department for Transport announced car drivers will be charged £2.50 to cross the Thames by 2012, and that the 67 per cent increase will help fund more occasions when the barriers can be lifted.

Yet despite gale-force winds forcing the closure of the QEII Bridge on Thursday, November 11, motorists were still forced to sit in traffic for hours before handing their change over at the tolls to use the tunnel.

Some vented their frustration by posting comments on our kentnews.co.uk website and accused the Government of putting cash before congestion.

"I queued for five hours and yet they were still charging people for using the crossing," said Mike from Rochester. "A simple fix which must surely make a difference is to allow everyone through at no cost when the bridge is closed. Charging in these circumstances is profiteering in the extreme."

Northfleet resident Barry Rogers wrote:

"It was announced in a flurry of publicity that in extreme traffic the tolls would be relaxed until conditions improved. This did not happen. How bad does it have to get?"

When poor weather or accidents force the closure of the QEII Bridge, the Highways Agency diverts Kent-bound traffic through one of the two tunnels usually reserved for Essex-bound vehicles.

The last time this happened, after a lorry fire on August 6, the tolls were suspended to help ease congestion. However, the agency claims keeping the barriers in place last week helped manage the severe delays.

## Scrapped

A spokesman said: "It wasn't tolls that were causing the traffic, it was reduced capacity of the tunnels. Removing them on this occasion wouldn't have helped."

The Dartford crossing has been a thorny subject for Kent motorists for years, as the tolls should have been scrapped seven years ago when the cost of building the QEII Bridge was finally met.

Under plans announced as part of last month's comprehensive spending review, the charges for car drivers could rise from £1.50 to £2 next year before increasing again to £2.50 in 2012.

News and sport updated daily online  
www.kentnews.co.uk

## Carey on singing

THE former Archbishop of Canterbury, Lord Carey of Clifton, is to become patron of Top Choir Kent 2011 competition.

Top Choir Kent is organised by the Rotary Club of Canterbury and the money raised supports local and international charities.

The winning choir is rewarded with a once-in-a-lifetime opportunity of performing in the Canterbury Festival.

Lord Carey said: "Our country has a distinguished history of choral singing, ranging from established cathedral choirs to more modest choirs in villages and towns.

"There is nothing quite like singing together to create harmony in friendship and fun, to say nothing of the actual joy of bringing something beautiful out of working together."

The final of Top Choir Kent 2011 will be held at the Shirley Hall, King's School, Canterbury, on Saturday, April 16, 2011.

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## Switch from cycles to vans will be 'greener' says Royal Mail

## Traditional postie's bike now a thing of the past

By **MARIJKE COX**

marijke.cox@kosmedia.co.uk

THE familiar sight of a postie on a bike is to become a thing of the past as radical changes to the way mail is delivered are introduced.

Postal workers in eastern parts of the county saw their bicycles taken away this week and replaced with vans – or trolleys for places inaccessible by larger vehicles – in a shake-up by Royal Mail.

The service said it was part of a £2 billion modernisation of the national operation and argued it would stop workers having to carry heavy loads of letters and parcels.

One east Kent worker, who asked not to be named, questioned why changes needed to be made when the old system worked.

He added: "All bikes are being taken away and we'll be going out in vans in pairs. Bike sheds at the sorting offices are also being taken down."

A spokesman for Royal Mail said it was not a straightforward switch from bikes to vans and that not all cycles would go.

But he admitted vans would be the most common way for posties to travel, claiming it would be greener. Previously, postmen were replenished throughout their rounds, lead-



GOING: End of the road for postie's bike

ing to multiple trips by vans going to and from the sorting office.

"We remain committed to becoming a greener organisation and the improvements we are making will help in our aim of achieving a 34 per cent reduction in carbon emissions by 2015," he said.

"As we deliver fewer letters but more packets and parcels than we did, the switch to vans and trolleys will enable us to take the weight off backs, we can reduce cycling accidents involving staff, and we can eliminate the need to send out older, more polluting vans to replenish postmen and women by sending out all the mail, includ-

ing parcels and special delivery, in one go."

The Communication Workers' Union, which represents postal workers in the county, welcomed the move.

A spokeswoman said: "We fully support this and the reasons behind it. A lot of people have a rose-tinted view of the postman on his bike, but this is a positive change."

But campaigners from bike group CTC said many postal workers were unhappy about giving up their bikes. Campaign coordinator Debra Rolfe said delivering mail by bike was good for the environment, for the health of postmen and women and for the safety of people using the road.

She said: "To overcome the problem of the increase in the number of parcels being delivered, Royal Mail needs look at using cargo bicycles and tricycles."

"These are already used in the UK by courier companies such as DHL and FedEx and are the norm in other European countries. It is also ironic that Royal Mail says it will always consider its environmental impact and wants to develop low-carbon vehicles, when at the same time it is planning to stop using the one of the greenest forms of transport."

Many of the bikes previously used by Royal Mail will be donated to charity.

News and sport updated daily online  
www.kentnews.co.uk

## Brave paramedic calmed knifeman

A PARAMEDIC who calmed down a knife-wielding drunk has been commended for his actions. South East Coast Ambulance Service technician Simon Matthews came face-to-face with the patient on a call-out in January.

Mr Matthews, based at Maidstone ambulance station, saw the man had taken an overdose, coupled with a large amount of alcohol, and needed hospital treatment immediately.

The patient became agitated and took out a knife, which he threatened to use.

Mr Matthews said: "He was distressed and very aggressive. I spent about five minutes talking and building up trust before taking the knife from him."

SECLAR homeless charity Catching Lives has teamed up with churches in Canterbury to make sure none of the city's rough sleepers suffer in winter weather.

Churches will take it in turns to use their halls to house the homeless for the night from mid-December to early January.

The Rev Graham Whittlesea, who is co-ordinating the shelter when it visits St Martin and St Paul's Church hall, said: "We feel the need to help because Jesus told us to."

## Roadworks delays

MOTORISTS using the A21 face further delays as month-long roadworks start this weekend. Work was due to begin on Saturday to install emergency gates on the central reservation of the Lamberhurst bypass – and it could add 30 minutes to journey times.

The gates would allow traffic to be moved from one carriageway to another if part of the 1.5-mile bypass has to be closed. Barriers are also being upgraded.

During the work there will be one lane closed in each direction on the A21 to create a safety zone and a 50mph limit.



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## Herne Bay's Christmas Lights Switch On

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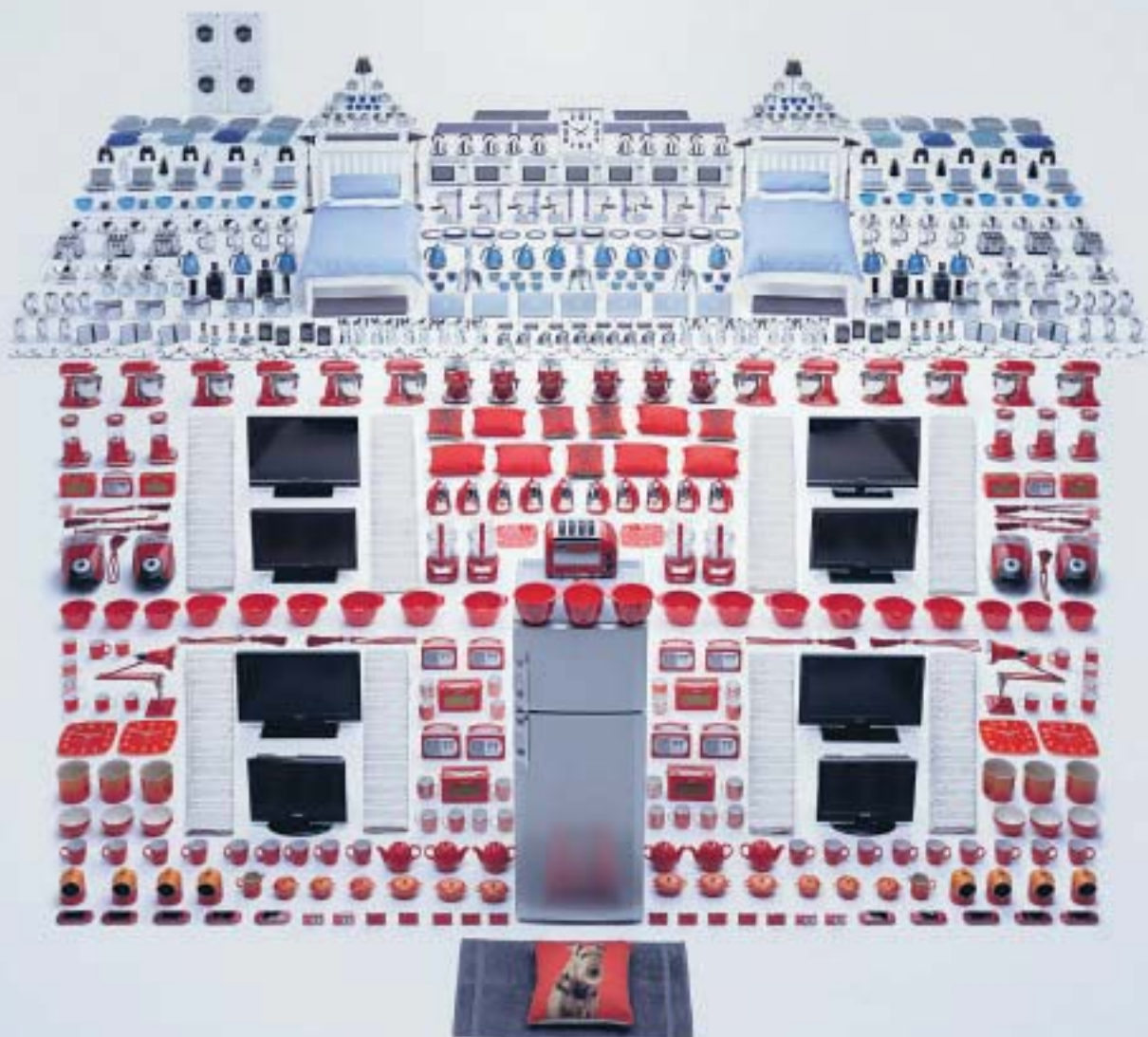
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# Fraudster told: pay £1m or get more jail time

A CONVICTED money-launderer from Dartford has been ordered by Kent Police to give up £1.2 million worth of assets.

Stephen Court, 57, who owns the haulage firm Transmove in the village of Bean, was jailed for five years last July after being found guilty of defrauding HM Revenue and Customs (HMRC) of about £3.8m, and of money-laundering.

A confiscation hearing at Maidstone Crown Court last Friday was told that Court had benefited to the tune of £2.1m, but that only £1.2m worth of assets – including a house in Dartford, a Spanish villa, cash and several vehicles – was available to confiscate.

He has now been given six months to repay the money or face a further six years behind bars.

Court's co-defendant David Kemp, 36, from Ramsgate, was found to have benefited from £26,571, but with no identifiable assets. He was jailed for three years and four months after pleading guilty to three counts of fraud.

Det Insp Mark Fairhurst said: "Court and Kemp both benefited after setting out to defraud many companies, including HMRC.

"The judge has decided the money was gained illegally and has made a confiscation order under the Proceeds of Crime Act of more than a million pounds. We are determined to ensure anyone living beyond their means as a result of criminal activity hears our message that crime does not pay."

**FARNINGHAM** has been named the UK's worst broadband speed blackspot.

The village, near Sevenoaks, came bottom of the list in a survey conducted across the UK by broadband comparison site top10.com.

According to the figures, average connection speeds were just 1.3Mb – which means a music album would take 45 minutes to download, and a movie a staggering 12 hours. The top speeds rolled out in other parts of the country top 40Mb.

The findings are based on 98,000 speed tests conducted between August and October, 2010.

By **CHRIS MURPHY**

editorial@kosmedia.co.uk

HELLO children. I hope you are sitting comfortably – today we are going through the square window to find a man who has spent almost all his life compiling the definitive guide to the classic Play School TV series.

It ran from 1964 to 1988, and while many of the episodes have since been lost to time, and the BBC's former habit of wiping valuable master tapes, Paul R Jackson has been beaver away.

He has collated and preserved a mass of vital knowledge and published it in his book *A Celebration of Play School*.

Jackson, 44, from Whitstable, now works as a concierge in London. But he spent some time at the BBC working in the duty office, where he started his project more than 20 years ago.

He said: "I was a fan who watched the programme from the age of around three and used it to learn how to tell the time.

"This is truly a labour of love for me. I enjoyed the programme, as millions of children did every episode.

"I loved it so much and couldn't believe no-one had ever delved right into the show to make a book like this one.

"I later worked at the BBC and was fortunate to meet some of the presenters and got to know the production team. When the programme finished production in 1988, they said as 'keeper of the Play School archives' I should write a book."

Now, 22 years later, that dream has finally been realised.

Jackson said: "I interviewed over 200 former contributors and included are hundreds of photos, many previously unseen before.

"The first volume captures the pioneering days of the 60s, with great support from founding producer Joy Whitby, and the introduction of colour in 1968.

"There are stories about the toys, Humpty, Jemima, Big Ted, Little Ted and Hamble. Can anyone remember which one was stolen? And of course those windows – arched, round and square."



**THROUGH THE WINDOW:** Paul R Jackson, centre, is pictured at the book launch with former Play School presenters Carol Chell and Don Spencer. Below are the toys

# Ready to play, what's the day?

He also covers the 1970s with a section on the pets. And as if that's not enough digging, Jackson found he had obtained so much material, volume two is already on the way.

He said: "That will be published in the spring next year and carries on the story from the 1980s with a chapter on the overseas countries that bought Play School kits and a comprehensive reference guide, including a week-by-week guide to the presenters."

Following a power cut the previous evening, Play School became the first programme to appear on the newly-launched BBC Two channel in April, 1964.

The show's creator Joy Whitby came up with the name because "play is the child's first school".

There were nearly 5,700 editions, of which only 1,900 survive in BBC archives.

Each day had a theme from dressing-up Tuesdays to pet day on Wednesdays. In all, 104 presenters appeared and only four, Brian Cant, Carol Chell, Johnny Ball and Chloe Ashcroft, appeared in all three decades.

The book's publisher Kaleidoscope held a launch party at Bafta's London HQ, attended by producer Joy Whitby, three former heads of BBC children's programmes, 35 former presenters including Brian Cant, Johnny Ball, Julie Stevens, Don Spencer, and Carol Chell – who was the longest serving presenter after 22 years.

Paddington Bear author Michael Bond, also attended, having been the number one cameraman on the programme when it launched. But the real guests of honour were Humpty, Jemima and Norway's Little Ted.

• See [www.kaleidoscopepublishing.co.uk/books/playchool1.html](http://www.kaleidoscopepublishing.co.uk/books/playchool1.html).



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**Community Health Board (optional attendance) -  
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1.30pm Formal Community Health Board  
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4.30pm Close of meeting

Copies of the Agenda and papers will be available on our  
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For questions relating to the agenda please contact:

**Jill Mackenzie**  
Tel: 01233 667840  
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# College players to face team of stars in charity cricket match

ERIC Clapton, teen favourite McFly and Harry Potter actor Daniel Radcliffe are among a host of celebrities tipped to be part of an all-star cricket team taking on a group of Kent students, *writes Marijke Cox*.

The match will see students from St Lawrence College in Ramsgate go head-to-head with star-studded charity team Bunbury to raise money for Children in Need.



**STAR: Daniel Radcliffe is part of the Bunbury team**

But the students have their own secret weapon, with cricket legends Michael Vaughan, Andrew Flintoff, Ronnie Irani, Darren Gough and Steve Harmison joining their team.

The once-in-a-lifetime match – the date of which is to be arranged – is all down to owner of Planet Rock radio station Malcolm Bluemel who won a Children in Need auction on Radio 2, bidding £65,000 to play cricket against Bunbury.

The 57-year-old, from Birchington, has always been a supporter of the charity and is on the committee for Childline Rocks, which works closely with Children in Need.

Mr Bluemel said: "It's a big chunk of money, but it's going to the right place. It's great for the students too. They might play the match at The Oval or bring the whole thing to Ramsgate. It will be a great experience."

Mr Bluemel said his son, who is a student at St Lawrence and a keen cricketer, told him about the auction and he got carried away.

A KNIFE-wielding robber escaped with £6,000 after a hold up at the QEOM Hospital in Margate.

A woman in her 50s was working in an office at the hospital when she noticed a man standing outside.

He claimed to be an aerial engineer and she let him in, before he pulled out a knife and demanded money from the safe.

The woman was not hurt in the incident that happened on Monday, November 15 between 8.30-8.45am.

The robber is white, aged 23-28, of medium build and around 5ft 8ins. He had black untidy collar length hair and wore a padded jacket.

FREED kidnapped couple Paul and Rachel Chandler will receive a special homecoming event when they finally return to their home town in Kent.

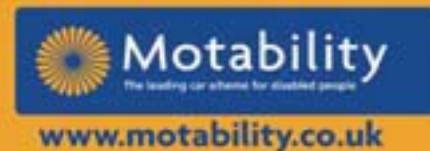
Mayor of Tunbridge Wells, Cllr David Jukes, said, if the Chandlers were happy to take part in such an event, they would organise one.

He said: "I am sure all residents of the borough will share my relief and joy at hearing of the release of Tunbridge Wells residents Paul and Rachel Chandler. If there is a general desire for some form of homecoming as and when Paul and Rachel decide to return to the town then the council would be more than happy to host such an event."

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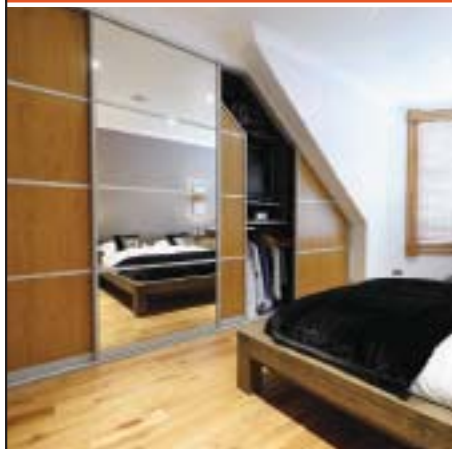
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**Question: Where is the Hawking Centre based?**

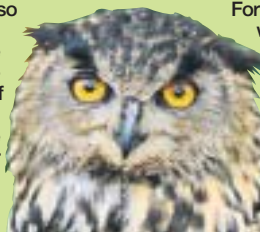
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# Turner team name the day



**LEADING LIGHT:** From left, director Victoria Pomery, Karen Eslea, Sarah Martin, Jane Bishop, Lauren Wright, Paul Gray, Neil Webster and David Yard in front of the gallery

By **FLORENCE TENNENT**

florence.tennent@kosmedia.co.uk

THE opening date for the new Turner Contemporary art gallery in Margate has been announced.

Trustees and executives met at Droit House in the seaside town on Monday to reveal that the gallery will open on Saturday, April 16, 2011. Work on the building is due to finish next month. The auspicious opening weekend falls a week before Easter and JMW Turner's birthday of April 23.

Director Victoria Pomery said: "I feel privileged to stand before you and announce the opening date, when we hope everyone will come flooding through the doors."

"What goes on inside the building is critical and will have the greatest impact. We hope people will travel great distances to experience the magic of Margate."

The opening exhibition will be Revealed: Turner Contemporary Opens and is due to run until September 4, 2011.

Centred on Turner's little-known painting The Eruption of the Souffrier Mountains, the show will feature one of six international contemporary artists in

each of the gallery's principal spaces.

French artist Daniel Buren will be creating a new installation in the ground-floor space, while other new commissions will be provided by Conrad Shawcross and Kent-born Ellen Harvey, whose piece will reference Turner's links to Margate and display alongside the master's own architectural sketches.

Russell Crotty, Teresita Fernandez and Douglas Gordon will also be displaying a mixture of old and new works.

Opening on September 17, 2011, Nothing In The World But Youth is being developed with help from the community to portray the antipathy sometimes directed at youngsters.

Art from schools in Kent will be displayed alongside pieces by the likes of Andy Warhol and Sarah Lucas.

British artist Hamish Fulton will take over on January 14, 2012, with a solo exhibition alongside the first substantial Turner display, which will open 14 days later.

Turner and the Elements will comprise some 70 watercolours and 10 paintings.

Turner Contemporary organisers are forecasting 150,000 visitors in the first year.

While they do not anticipate building a collection, they hope, through partnership with the Tate and other organisations, to continue their emphasis on encouraging new work.

## Work visa cap 'not enough to cut UK's immigration levels'

A KENT member of the Home Affairs Select Committee has warned that the Government needs to move far beyond the cap on work visas if immigration is to be drastically reduced, *writes Marijke Cox.*

Mark Reckless, Tory MP for Rochester and Strood, said that although capping the number of visas allocated to non-EU skilled workers would go a small way in tackling net immigration, tighter controls needed to be imposed on foreign students and family migration to really drive down numbers.

In the first report since the committee was formed under the coalition, its members tackled the subject of net immigration and the need to slash migrant numbers from hundreds of thousands a year to tens of thousands.

Mr Reckless backed the move by Government to cut immigration.

The committee report, however, casts doubt on whether the cap on skilled workers outside of the European economic area (EEA) would have any effect, stating that unless it is set close to 100 per cent it would have little significant impact on overall immigration.

Mr Reckless, who said he was delighted to have fellow Kent MP Damian Green, who holds the Ashford seat, controlling immigration as minister, said the Government must move beyond work visas and impose tighter controls on students and family migration.

He admitted, however, that some migra-

tion could not be controlled, such as citizens abroad choosing to return to the UK.

"We must control other routes as stringently as necessary to cut net immigration to tens of thousands a year," he said. "This need not mean damaging the economy."

Mr Reckless said visas of tier one migrants – defined by the previous government as being so highly skilled they should be given a visa even if they had no job – should be reallocated if they had only been able to get unskilled work. He also suggested a way to ensure companies would still be able to employ skilled non-EU workers.

"If a business really needs a particular overseas national to work in the UK, then that can be accommodated within an overall cap by auctioning available permits to businesses which benefit most from foreign workers. By doing this we will be able to bring in significantly more skilled people while reducing immigration numbers," he said.

In 2009, net immigration totalled 196,000.

Tier one migrants and tier two migrants – defined as skilled workers who must have a job offer before being granted a visa – made up just 17 per cent of the number of immigrants.

Immigration minister Mr Green, who called the system "out of control", said in his first speech in the post that routes taken by non-EU people to enter the country, such as education and family reasons, needed to be looked at.

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# Gas power plant could bid for carbon funding

CARBON-busting technology may yet see the light of day in Kent after a £1 billion government scheme was extended to gas-fired power stations.

The competition to win funding for a carbon capture and storage (CCS) demonstration facility was originally only open to coal-fired plants, but before this week only one site in Scotland was still in the running.

Last month E.ON – owner of Kingsnorth coal-fired power station on the Hoo Peninsula, near Rochester – announced it was pulling out of the race because it could not foresee building a replacement in the near future.

However, the German firm is refusing to

By **STEVE KNIGHT**[steve.knight@kosmedia.co.uk](mailto:steve.knight@kosmedia.co.uk)

rule out re-entering the competition now that its separate gas-fired power station on the Isle of Grain is eligible for funding.

A spokesman said: "It's too early to say yes or no, so we're not ruling anything in or out. Watch this space."

The 1,275-megawatt Grain power plant, due to be fully operational by the end of the year, is one of four gas-fired plants in Kent.

The others are Damhead Creek in Hoo, Medway Power Station on the Isle of Grain, and the much smaller Sevington power station near Ashford.

However, none of the three are likely to be

entered into the CCS competition.

Damhead Creek owner, Scottish Power, is also the firm behind the only remaining coal-fired station eligible for the funding, and says it is entirely focused on that particular bid.

Scottish and Southern Energy – owner of Medway Power Station – says it is already working on implementing CCS technology at its gas-fired plant in Peterhead, east Scotland.

Kent Green Party spokesman Steve Dawe said: "When the Government is spending limited financial resources on carbon capture, which may take some years to implement, the question should be raised as to what else we could do with the money. If we spent the same amount on insulating homes belonging to elderly and vulnerable people, we could reduce the amount of carbon in the atmosphere that way."

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## Job plans slammed

A UNION has slammed Canterbury, Thanet and Dover councils over plans to change workers' rights for their shared services initiative.

As part of a cost-cutting exercise, the three councils plan to amalgamate some services, so they do not have to duplicate jobs.

But union GMB has said the three councils want to cut redundancy pay and benefits for when workers have to relocate by up to 75 per cent. It says 1,600 employees will be affected.

Brian Skipper, GMB's regional officer, said: "The councils are threatening redundancies, and to dismiss and re-engage staff on a new contract if the unions do not agree to the cuts."

A spokesman for the three councils involved in the talks said: "The negotiations are still ongoing."

## Dog abuser guilty

A DOG owner who allowed his lurcher cross to become so malnourished it could hardly stand up has been banned from keeping animals for five years.

Bradley Fossett, of Lavender Walk, East Malling, let the pup – renamed Henry and currently with the RSPCA – to waste away to 6kg.

Fossett admitted two charges of causing unnecessary suffering and was sentenced at Maidstone Crown Court.

He was banned from owning any animals, ordered to carry out 60 hours unpaid work, and repay the full £4,456 costs of the case.

To offer Henry a home, call 0300 123499.

## Collectors needed

MARIE Curie Cancer Care's Kent Nursing Appeal is looking for volunteers to help with its Christmas street collections.

These will be held at shopping centres across the county. Contact Dominique Parr on 01622 688656 if you want to volunteer.

# Films bring county's past to small screen

By **STEVE KNIGHT**

steve.knight@kosmedia.co.uk

THE MOST joyous, harrowing and momentous moments of Kent's modern history are being relived decades after they were first captured on film.

Archive footage of Dover during the war, the first Channel crossing of the hovercraft and the miners' strikes of the 1960s is included in two new DVD documentaries – Kent Past and Kent at War – released by Timereel Studios.

"People love looking back and saying 'Yes, I remember that' or 'I never knew that sort of thing went on'," said founder, director and producer Andrew Gray.

"Kent lends itself very well to documentaries like ours because it has such a rich and varied history and has undergone a huge amount of change over the years.

"But it was the perfect fit for a programme about the war as Kent was literally on the



**LIFE ON FILM:**  
The new DVDs show Kent in all its past glory

frontline. The thing that really grabbed me was the footage taken on the cliff tops of shells being thrown across the Channel at Dover.

"I watched that and thought 'wow'.

It was really fascinating."

While Kent at War examines the impor-

tant role the county played in defending the UK from Nazi invasion, Kent Past shows how the Garden of England has evolved since the advent of film-making in the late 19th century.

Highlights of the latter include rare footage of Winston Churchill visiting Dover; Hilda Sharpe's 15-hour swim across the Channel in 1926; the future King Edward VIII on the Royal Navy training ship HMS Worcester; and the first crossing of the hovercraft in 1959.

Mr Gray said Timereel – based in Norwich – uses regional archive material and film supplied by the ITN Source service to piece the DVDs together.

"We wanted to make these films dedicated to the region, as Kent has such a rich and varied history worthy of being showcased on screen," he said.

"Using original footage in the way we've done – to create special feature-length films rather than just parts of a documentary – is a rare and careful process.

"Each film will appeal to anyone with an interest in the county, and many will be able to recount first-hand the events shown.

"Others will be gripped by the real-life accounts of what life was like for people in the region living through some amazing times."

Kent Past and Kent War can both be purchased from [www.timereel.co.uk](http://www.timereel.co.uk) at a cost of £10.99 each. Running times are 60 minutes and 65 minutes respectively.

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# Minister refuses power plea

FURTHER doubt has been cast on the future of nuclear power at Dungeness after a Government minister reiterated the coalition's opposition to a new atomic plant at the site, **writes Steve Knight.**

Hopes for a third reactor were dealt a blow last year when the previous Labour administration left Dungeness off a list of potential locations for new nuclear power stations. More than 500 people work at Dungeness B and supporters fear the community will crumble if its main employer ceases to exist.

Folkestone and Hythe Tory MP Damian Collins secured a Parliamentary debate on the subject on Tuesday, but was told environmental concerns surrounding the proposal had not been allayed.

Energy minister Gregory Barker said: "Dungeness failed because we do not believe a new nuclear power station could be built there without causing adverse impacts on the integrity of the special area of conservation, or that the impacts could be avoided or even substantially mitigated. Given the particular adverse effects, the Government does not consider listing Dungeness is justified. I know that will come as a disappointment to my honourable friend, but I also know he will continue with his campaign."

"Although I have given him our clear and stated view, we remain open to new evidence."

Nuclear power meets about 20 per cent of the UK's electricity needs and is supplied by 19 reactors, the majority of which are nearing the end of their lives. Dungeness B is a 1,200MW twin-unit power station that employs more than 500 full-time staff but is due to be decommissioned by 2018.

Were Dungeness C to be approved, it would create about 2,000 jobs



**POWER PLANT:** Concerns about the environment remain, despite the change of government this year

during construction, and a further 350 to 450 over a 60-year period.

It would also produce a maximum output of 1,600MW – sufficient for about 2.5 million households. Mr Collins told the minister he felt the positive aspects of allowing a new reactor at Dungeness – namely job creation and energy security – could outweigh environmental concerns.

He added: "The debate on whether Dungeness goes forward is based not on whether local people are for or against it – they are overwhelmingly in favour."

"Earlier this year the secretary of state said consideration should be given to whether new stations can be built alongside existing nuclear sites and whether there is strong local support."

"Dungeness meets both criteria. We are left having to fight for something I believe should be relatively straightforward. However, it is a fight I am determined to pursue on behalf of my constituents as many of their livelihoods depend on a nuclear power."

During the debate Mr Collins paid tribute to pro-Dungeness campaigner and county councillor Willie Richardson, who died last week after a lengthy battle with cancer.

## Disability card down the pan

A COUNCILLOR has failed in a bid to get special cards for people with bladder problems so they can use disabled toilets.

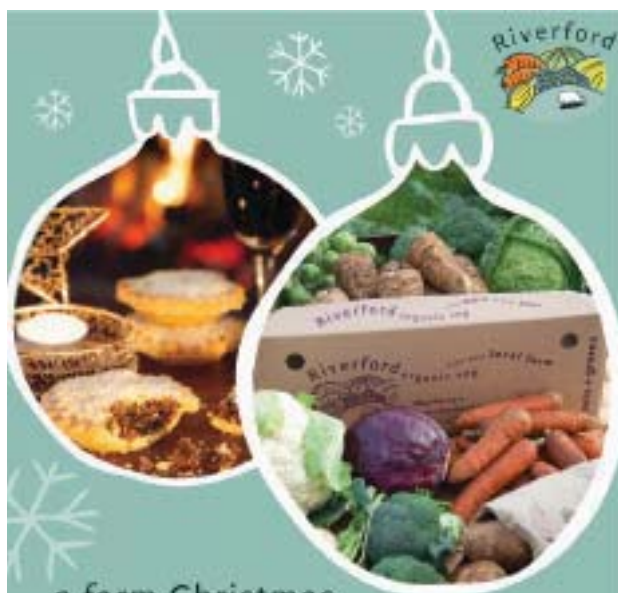
Ashford East Liberal Democrat Cllr George Koowaree asked Kent County Council to produce a Kent-wide Disability Card to provide accreditation for people who have a 'hidden disability' to use the special toilets.

He said: "Unfortunately KCC turned my request down. It has agreed to give publicity to national initiatives by adding a link on its website."

"A card would have been more effective and welcomed by hundreds of 'hidden disabled' across Kent."

**FIRE** crews have praised a woman householder who raised the alarm after a blaze was started by a model plane.

Crews were called to a three-storey house in Orchard Court, Ashford, shortly after 4am on Wednesday. Fire broke out in a first-floor bedroom used by the woman's husband for his model aircraft collection. The blaze is believed to have been caused by a faulty battery pack in one of the planes. The fire was confined to the bedroom, which was mainly smoke-damaged.



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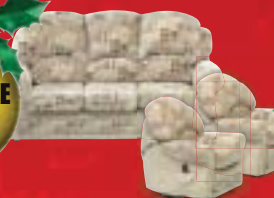
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From the lights at the Eagle Public House on Dover High Street remain in the right hand lane. We are 50 yards up on the right hand side.



## Play your part in youth council

MORE than 100 young people are running for Kent Youth County Council elections.

Every year, 48 members are voted into the youth organisation, with four chosen from each of the 12 local districts and borough councils within Kent.

Any young person aged between 11-18 can vote and run in the election, which this year runs until Sunday, November 21, with polling stations in schools, colleges and youth centres.

## Hospice's bricks and water fund

DEMErza Hospice Care for Children has launched its Bricks and Water appeal to improve facilities for the children and families at the Sittingbourne hospice.

The £1.3 million plans will see support facilities extended, bedrooms refurbished and two bedrooms added for teenagers. A hydrotherapy centre will also be built.

Donate by calling 01795 845288, online at [www.demelza.org.uk](http://www.demelza.org.uk) or send a cheque or postal order payable to Demelza.

# Vote for your food and drink heroes

KoS IS getting behind the search to find Kent's 'food and drink heroes'.

The Taste of Kent Awards search out the county's most outstanding food and drink producers, retailers, restaurants, pubs and farmers' markets, and you, the general public, can help to choose the winning businesses.

The Taste of Kent Awards are the brainchild of Produced in Kent, the organisation which champions Kent's home-grown food and drink companies.

This year there are 12 categories, and Produced in Kent hopes to push the public

vote over the 12,000 mark. Organisers are looking to KoS readers to help break the voting record.

The three companies receiving the most votes from the public in each category will be shortlisted and go before an expert judging panel, mystery shoppers and mystery diners in January, 2011.

On February 25, 2011, the 12 winners will be revealed at a glittering awards ceremony at Leeds Castle.

To take part, just fill in the voting form below and send it to Produced in Kent.

# Menace of foreign trucks 'must stop'

By **STEVE KNIGHT**

[steve.knight@kosmedia.co.uk](mailto:steve.knight@kosmedia.co.uk)

TRANSPORT ministers are being urged to clampdown on foreign lorry drivers blamed for causing more accidents on Kent's roads.

Last March the House of Commons' public accounts committee recommended that overseas haulage firms should pay more for using British highways because they pay less for fuel, drive unsafe vehicles and frequently flout road safety laws.

And now a Kent MP has taken things a step further by requesting all foreign lorries are subjected to a much more rigorous inspection regime than they are at present.

North Thanet Tory representative Roger Gale called for Parliamentary action when he tabled a question on the subject last week.

"I believe there is a disproportionate involvement of foreign lorries in road traffic accidents, and that record is due in part to sight lines and the condition of the vehicles," said Mr Gale.

"They arrive laden with EU duty-paid fuel and depart before refilling. In the interim they not only cause wear and tear on roads they do

not pay for but, more importantly, they become involved in accidents causing damage to other vehicles, injury and sadly, on occasions, death.

"Clearly Kent, as the main gateway county, bears the brunt of the problem but it is a national issue as well."

Last week a Parisian motorist failed to secure an appeal against his conviction for driving a dangerously overweight lorry. Raphael Levy, 21, was pulled over in Swanscombe, near Dartford, last July by Kent Police officers who found his vehicle weighed 5,940kg – some 63 per cent over the legal weight limit of 3,500kg.

His is the latest in a catalogue of incidents where foreign lorry drivers have been prosecuted for failing to abide by British road laws.

Mr Gale said he believed the time had come to introduce a much more rigorous inspection regime to ensure all vehicles entering the UK are roadworthy and carry appropriate mirrors for left-hand drive use.

He also called for the Britdisc road tax scheme – first proposed in 2000 by then-Chancellor Gordon Brown – to be reassessed.

At present foreign lorry drivers are allowed to drive for free in the UK while British hauliers must pay road tax when they travel abroad.



**INSPECTIONS: MP Roger Gale also wants a Britdisc tax**

### CATEGORIES

- Kent Meat Retailer of the Year**  
A retailer selling a minimum of 50% of its meat that has spent the majority of its life in Kent. The retailer will be required to provide evidence of traceability to substantiate this
- Best Kent Brewery**  
A brewery producing beer made predominantly using hops grown in Kent at a brewery based in Kent
- Best Kent Vineyard**  
A vineyard producing wine made from grapes predominantly grown in Kent at a vineyard based in Kent
- Best Kent Cider Maker**  
A cider maker whose produce is made predominantly from apples or pears grown in Kent at a business based in Kent
- Kent Juice Producer of the Year**  
Producer of fruit juice made from fruit grown in Kent and where the business is based in Kent
- Kent Local Food Retailer of the Year**  
A retailer selling a minimum of 50% of its produce/products sourced from Kent. The retailer will be required to provide evidence of this from its list of suppliers
- Kent Seafood Retailer of the Year**  
Must demonstrate active local sourcing where and when products are available from within Kent
- Kent Food Product of the Year**  
A product made from primary product that has spent the majority of its life in Kent and/or undergone a value added process over and above re-packaging or re-marketing
- Kent Artisan Food Producer of the Year**  
A Kent producer who creates a handmade food product using ingredients predominantly sourced from Kent
- Kent Restaurant of the Year**  
Must actively use produce/products where and when available from within Kent and demonstrate this commitment in menus and marketing
- Kent Dining Pub of the Year**  
Must actively use produce/products, beers, ciders and juices when available from within Kent and demonstrate this commitment in menus and marketing
- Kent Farmers' Market of the Year**

## TASTE OF KENT AWARDS 2010



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CATEGORY	BUSINESS NAME	LOCATION
1		
2		
3		
4		
5		
6		
7		
8		LOCATION NOT REQUIRED INSERT PRODUCT NAME OR FLAVOUR:
9		
10		
11		
12		

### RULES OF VOTING

Voting will open 24th September 2010 and closes 3rd January 2011.

- Original voting forms only will be accepted (Photocopies will not be accepted under any circumstances).
- Voting may take place in any number of categories – not all categories have to be completed.
- Produced in Kent Ltd reserves the right to remove duplicate or spoilt votes
- The decision of Produced in Kent Ltd and its nominated judges is final.

### YOUR DETAILS

Name .....  
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Or return your completed voting form to: PRODUCED IN KENT LTD Bourne Grange Stables, Tonbridge Road, Hadlow, Kent TN11 0AU By 3rd January 2011

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# LETTERS

## Free market's heavy price

Bob Goldfield, the CEO of Dover Harbour Board, was right in his comments last week about Britain being riddled with foreign ownership. We take electricity from the French because a previous Conservative government told the British people they could not be trusted to own their electricity industry. So they sold it off and it is now owned by the French people, who presumably can be trusted to own it and to take the profits from the electricity bills we pay.

And so on, ad infinitum. Water, gas, telecoms, railways, not forgetting the jewel in the crown of 51 per cent of BP – bought for the nation by Winston Churchill and sold off by a Conservative government. There is money in our services from all over the world and that's the way finance works, says Mr Goldfield. But it didn't work, did it? That's why we are in debt and not likely to get out of it because the free market, which he supports, is greedy, inefficient and persistently rewards failure. That is the system he wants to inflict on our profitable Port of Dover. We will again find we can't get an income from what we no longer own.

With the port's business and the nation depressed, a private owner would have the perfect excuse not to expand. As for 'quality investors', recent events have made it clear there are no longer such creatures. In the world of finance 'greed is good' is still the order of the day.

Investment from pension funds? Not likely – the reputable ones are in debt. Leave it alone, Mr Goldfield. It's ours, not yours to play with.

*Jack Hawker, Deal*

## Democracy for all – except us

I sometimes wonder why our politicians are always harping on about democracy and human rights in countries other than this – Iraq, Afghanistan, China. The Romans brought an unimaginable level of civilisation and technology to Britain yet, when they left 400 years later, it collapsed within a generation.

China is evolving in its own way and at its own pace, and will be stronger and more successful for it, however long it takes. Is our system so vastly superior? On the surface it may appear to be but, once elected, does any party in power carry out the will of the people?

Of course not. It follows its own agenda, forgetting all the pledges made in the run-up to the election.

Consider the last general election. Questionnaires sent out by prospective candidates indicated specific concerns, of which the greatest was immigration. Yet the proposed cap on immigrants deals only with those who may be of greatest benefit to us – academics, scientists, and the like. It seems likely that a referendum is to be foisted upon us over an alternative system of voting. Call me

## OPINION: TIME FOR CONSOLIDATION

Knights Solicitors partner **MICHAEL McNALLY** says the Equality Act 2010 was coming whoever won the election. The good news is the changes are minimal

**D**URING the General Election campaign, the Conservatives promised that for every new regulation introduced an old one would be repealed.

Despite this, it was less than five months before the Equality Act 2010 was brought into force, albeit by a coalition Government rather than a Conservative administration. Of course, it's not fair to blame the Government for implementing the Equality Act. This enormous piece of legislation was the work of the previous government and had already been passed by Parliament before the election.

Whichever party had won, the Equality Act would have been implemented. Why does this matter? It matters because 26,000 businesses failed last year – and that was before the present level of spending cuts had even been thought of. The rate of business failures is only likely to increase.

Worse still, the risk of having to face employment tribunal claims has risen dramatically. Last year, the number of claims rose by more than 50 per cent, reaching a total of 236,000.

The average compensation award is more than £8,000, although most cases do not even reach a tribunal. They are settled by employers who pay off the employee out of fear of the time, aggravation and expense of fighting a claim.

In almost every case, legal costs are not awarded. Employers find themselves on a hiding to nothing, faced with the reality that their legal costs are likely to exceed any compensation.

In this difficult background, we now have the Equality Act. So how dramatic a change in employment law is the new act?

Most of it came into force on October 1, with only the most controversial provisions being held back. The most significant of these are the provisions over positive discrimination. If introduced, these would allow employers to positively discriminate in favour of under-represented groups. The chances are this controversial provision will never be implemented.

As far as the rest of the act is concerned, the first

point to bear in mind is that it is principally a 'consolidating' act, meaning it simply brings together in one Act of Parliament the large number of anti-discrimination laws which started with the Sex Discrimination Act in 1975.

The reasonably reassuring news is, therefore, that the changes are not that great. It remains the case that discrimination is unlawful if it is on the grounds of one of the following 'protected characteristics': sex, marital or civil partnership status, race, disability, gender reassignment, religion or belief, sexual orientation, pregnancy or maternity leave and age. Most of the changes are simply to codify in statute the effects of case law over the last few years, and occasionally reverse the effects of case law – usually where it has favoured the employer rather than the employee.

This is particularly the case in relation to disability discrimination, where it is now easier for employees to succeed with claims.

One inevitable consequence of the new legislation is employees will be more aware of their rights, so we can be sure there will be an increase in employment tribunal claims and an increase in appeal cases to clarify what the changes mean.

This all sounds rather depressing for employers – particularly in circumstances where you may need to make redundancies. It does not, however, have to be as bad as that.

It is perfectly possible for an employer to make someone redundant or even to discriminate and to do so lawfully, provided he has been through a proper process of consideration of all the evidence and properly consulted with the employee before coming to a sensible decision.

The reason so many dismissals and other steps taken by employers are challenged in tribunals is that employers do not go through these basic steps and instead make decisions that are fundamentally flawed and open to challenge.

With proper consideration, it is perfectly possible to get it right – and remember that employees do not acquire unfair dismissal rights, on the whole, until they have been employed for a year. Subject to the anti-discrimination laws, you have a year to decide whether you like your new employee.



Ramsgate councils have their way.  
*Gerry O'Donnell*  
*Ramsgate First and Go Ramsgate*

## Cliffhanger of fascinating dig

The A Town Unearthed dig on Folkestone's East Cliff, which began earlier this year, has been amazingly exciting.

I found it more and more fascinating as the finds began to appear, most for the first time in thousands of years. There have been animal bones, pieces of pottery and worked/struck flint, all of which show that the area has been a site of importance from the Stone Age through to the Roman invasion.

Some of the pottery demonstrated increasing settlement and the existence of coastal and cross-channel trade in pre-Roman days. This, while it was suspected, has been a revelation and the more than 2,000 visitors to the site have marvelled at what has been found. It has been a privilege to



## Hobbled by the lack of health foresight

WHAT is more important to the NHS in Kent, stopping people from walking around in agony or maintaining the jobs of well-paid managers?

The cynics among you will almost certainly claim the latter, especially after it was revealed this week that hospital trusts are asking doctors to stop referring non-urgent cases to hospitals.

This could mean people in desperate need of hip and knee replacements, prostate cancer surgery and more may be forced to live with pain and suffering while those deemed more important are treated first.

The knock-on effect could be that come next year hospitals are overwhelmed by a flood of patients in even greater need than they were to begin with.

While it is understandable that NHS trusts should seek to save as much money as they can, the service it provides is one that should not be tampered with lightly.

Sick people are not like schools, care homes and libraries, because they cannot sit for months waiting on decisions about their future. Likewise, the NHS cannot afford to make mistakes when it comes to handling patients.

Maidstone GP Dr Paul Hobday described the deferral order as "pathetically short-sighted" and predicted trouble ahead. Here's hoping he's wrong, for all our sakes.

## Kent can claim Kate as one of its own

WEDDING bells will be ringing next year when Prince William and Kate Middleton finally tie the knot after eight years together.

But while the national press is building Kate up as the "commoner come good", it's interesting to know that she too has more than her fair share of blue blood – and Kentish blood at that.

But regardless of where in the country she is from, we're sure the county will welcome her with open arms when the big day arrives.

naïve but is this of such pressing importance, except to those who wish to be elected?

However, no party has the courage to give us a referendum on continuing membership of the EU, the benefits of which I cannot comprehend.

Like most of us, though, I can see the disadvantages. I challenge any of this county's MPs to state, in comprehensible language, the pros and cons of EU membership. Any takers?

*Dave Stewart, Deal*

## Coasting away with Luddites

As someone who has continuously espoused the delights of east Kent and particularly Ramsgate as tourist destinations, I was gratified by Frommer's endorsement of Kent's coast (KoS, November 7).

This puts dramatically into relief Thanet District Council's perverse, and dim-witted, decision to close all but one of its visitor information centres, including of course the most popular, Ramsgate's.

I tried to get the national parties' representatives, Labour and Conservative, on Ramsgate's Town Council to adopt a tourism initiative for the town in the light of Thanet's abandonment of any serious tourism strategy. But to no avail. They, like their imagination-free national party associates on Thanet council, can see no further than their own noses.

Now it has been spelt out loud and clear: East Kent is one of the world's top 12 destinations. And Ramsgate with its magnificent Royal harbour, architectural and historical heritage, is ideally placed to take pole position.

It will have within a year a dual-carriageway/motorway from central London to within a mile of the town centre. It has the fast train from London that terminates at Ramsgate. It has a ferry port that through Ostend can bring the whole of Europe into the town.

Lastly, it has an international airport with better access to Ramsgate than to any other town. Will Ramsgate and Thanet exploit this pot of gold? Not if the do-nothing national parties' Luddites on Thanet and

inform people and show them the history of the area.

Next year's dig coincides with the second Folkestone Triennial and it is hoped a local artist can create something near the East Cliff dig so locals, as well as those coming for the festival, can be attracted to visit, maybe even volunteering as well, to further uncover our town's past. I have really enjoyed digging, washing finds and showing people round the site. Sorting, labelling and research will continue throughout the winter, with test pitting in gardens on the Bayle and elsewhere starting in spring.

Anyone wanting to be involved now or next year should contact the Folkestone People's History Centre on 01303 850614.

Finally I would like to thank the professionals led by site archaeologist Keith Parfitt for patiently guiding me and all the other volunteers throughout the season. Here's to even more success in 2011.

*Ray Duff, Folkestone*





## BIRTHS, MARRIAGES AND DEATHS

Including family announcements in partnership with the Kent registration service

To register Births, Marriages and Deaths contact the Kent registration service on 0845 824 7400  
For advertising announcement enquiries telephone Kent on Sunday on 01303 817150

### BIRTHS

#### ADCOCK

Nick and Charlotte from Sandwich are delighted to announce the birth of Edward Adrian Phillips-Adcock, born on the 19th September 2010. A little brother for Thomas, Henry, Oliver, Emily and Sammy.

#### BARNES

Rob and Lucy of Ramsgate celebrate the birth of their daughter Isabelle May Barnes on 2nd November 2010.

#### GAME

Sophie Grace Game born on 30th October 2010, weighing 6lbs 13ozs. Daughter to Peter and Lisa in Dover.

#### HILL

Jayden Kye born on Thursday 4th November 2010 to proud parents Martin and Tasha and excellent big brother Lewis.

#### KIDD

Rebekah and Roger are pleased to announce the birth of Noah Lucas Kidd on 14th October 2010. A little brother for Isabella.

#### MAXWELL-BROWN

Olivia born on 11th October 2010 weighing 6lb 13oz. Daughter to

Nichola Bell and Asa Maxwell-Brown.

#### McFADDEN

Harrison Lee born on 4th November 2010, weighing 10lb 15oz. Son to Martin and Georgina of Northfleet.

#### McKILLOP

Freddie Richard McKillop born on 24th October 2010, weighing 9lbs 2ozs. Son to Laura and Scott in Dover.

#### MICHAEL

Maximus Michael born on the 4th November 2010, weighing 7lb 4oz. Son to Harry and Lisa.

#### MILLS

Marlies Arends and Neil Mills celebrate the birth of their son Otto Jakob Mills on 10th November 2010.

#### MITCHELL

Lexi June born on 3rd November 2010, weighing 8lbs. Daughter to Kelly and Michael in Margate.

#### PRICE

Faith Olivia born on 31st October 2010, weighing 8lbs 6ozs. Daughter to Wayne Price and Sarah Foster in Ramsgate. A sister to Courtney and Sian.

### QUINN

Karl and Jennifer Quinn of Folkestone are delighted to announce the arrival of Kimberley Leyla on 4th November 2010. A new baby sister for Shannon.

### SCHULZ

Kaylee and Gavin of Ramsgate celebrate the birth of their son Dexter Jamie Schulz on 26th October 2010.

### DEATHS

#### ASHBY

Mabel Mary Ashby of Capel-le-Ferne passed away on 7th November 2010 at the grand old age of 98. She will be sadly missed. Enquiries to Farriers Funeral Directors.

#### BENNETT

Ronald William Bennett of Hythe, formerly of East Malling, passed away on the 11th November 2010. Enquiries to Viners of West Malling.

#### GARRETT

Gerard Hornby Garrett, of Westbrook, Margate, died peacefully in hospital on November 5th 2010. Funeral service at Margate Cemetery on Tuesday, November 23rd 2010 at 2pm.

### PAYNE

Maureen Helen Payne of Tonbridge passed away suddenly on 4th November 2010. Will be sadly missed. For funeral arrangements contact W and F Groombridges, Tonbridge.

### PIKE

Joan, a mum, a nanny and great nanny, died peacefully with her family on 3rd November 2010 at Darent Valley Hospital. Cremation at Medway on 2nd December 2010 at 2.00pm.

### RUCK

In loving memory of June Isobel Ruck, nee Barden. Wife to Barry, mother to Russell and Charlie, and Nanny to Cian. Passed away on 9th November 2010, aged 59. Service at 10:15 on Tuesday 23rd November at Vinters Park. Donations welcome to Heart of Kent Hospice.

### STENSON

Stella Stenson on 9th November 2010, aged 71. Dear wife of Edward, mother of sons, Martin and Colin and very much loved grandmother.

CONTINUED FROM PAGE 23

## Logo is a winner

I read that some members are disgruntled about Kent County Cricket Club's new logo. I am not one of them and think it is a considerable improvement on the old one.

JRG Edwards, by email

## Email etiquette

Why is it that companies which advertise when they have jobs available never respond to applicants who have taken the time to submit CVs?

While I appreciate they receive many applications, I would have thought it common etiquette to respond – even more so when applications have been received by email.

It's unprofessional. It feels like sending your CV into a black hole. If someone submits an application online, it wouldn't take much time or effort to, at the very least, email the applicant that the position has been filled.

Surely these companies have a standard rejection letter that could be sent out. How long does it take to mail-merge a generic response, saying 'Thanks but no thanks'? Or perhaps they don't have any staff capable of setting up a mail-merge document – in which case, employ me.

Companies seem to have little regard for those seeking employment and who are very capable of meeting their requirements. It's frustrating and incomprehensible.

Name and address supplied

## Jilted and angry

Kent Green Party wants our young people to enter adult life after university without the crippling debts offered to them by the coalition Government.

Imposing the highest average tuition fees in the world upon students will increase indebtedness and depress savings. A better option to help sustain higher education would be increasing corporation tax to the average European level.

I note that the Young Greens, the youth and student branch of the Green Party, has commented on the student protests in London. Sam Coates, co-chair of the Young Greens, was at Millbank on November 10.

He said: "The anger was remarkable, especially towards the Lib Dems, who have left many feeling betrayed. Obviously we abhor violence, but the events at Millbank were an understandable response to pent-up anger of young people who feel jilted at every turn."

Kent Green Party is concerned that higher tuition fees will impact upon Kent communities with large numbers of students, notably Medway and Canterbury.

Apart from the risk of many young peo-

ple not going to university at all, those who do are likely to severely curtail their spending in the local economy. This makes job losses from higher tuition fees likely in both higher education institutions and in the local economy.

Stuart Jeffery, Kent Green Party

## Internet champion

There is less than two weeks left to enter the Age UK Internet Champion of the Year search (deadline November 30).

I am encouraging all computer connoisseurs aged 55-plus to put themselves forward to be the 2011 champion to be a leading light for others in later life who may lack the confidence or skill to get online.

The number of over-65s using the internet has increased from 18 per cent in 2006 to 40 per cent in 2010, but there are still six million who have never accessed the internet and are missing out on the financial and social benefits.

The 2011 internet champion will help Age UK advocate the use of the internet to peers. This year's theme is 'How the internet changed my life'.

The champion, along with three runners-up, will also attend an exclusive ceremony at the BT Tower in London and receive an all-expenses-paid trip to London and a laptop and broadband package courtesy of BT.

The winner will also be invited to join the Race Online 2012 People's taskforce to represent the views and needs of older people and continue the good work started by 2010 winners Lucy Berry and Fredrick Briggs.

To enter the competition, log on to [www.ageuk.org.uk/internet-champions](http://www.ageuk.org.uk/internet-champions) or call 0800 169 6565 to request a hard copy of the application form.

Martha Lane-Fox,  
Age UK Internet Champion judge

## Santa's fun run

I am writing to offer readers the chance to run for World Cancer Research Fund in a 5k Santa fun run on December 5. Each runner will receive a free Father Christmas outfit – complete with beard – to don for the race around Greenwich Park, south London. In return we are asking everyone to raise at least £100 in sponsorship.

It promises to be a fun day out, with the emphasis on taking part, and runners will be raising money for cancer prevention – either research into the link between lifestyle and cancer or our education work promoting the message that a third of the most common cancers could be prevented through eating healthily, being physically active and maintaining a healthy weight.

Sign up at [www.wcrf-uk.org/signup](http://www.wcrf-uk.org/signup); find out at [www.wcrf-uk.org/running](http://www.wcrf-uk.org/running); or call 020 7343 4205.

Natalie Tarrant, senior fundraising manager, WCRF

# Sun. Sea. Sand.

We hope

# A slip. A trip. A crash.

We all hope not

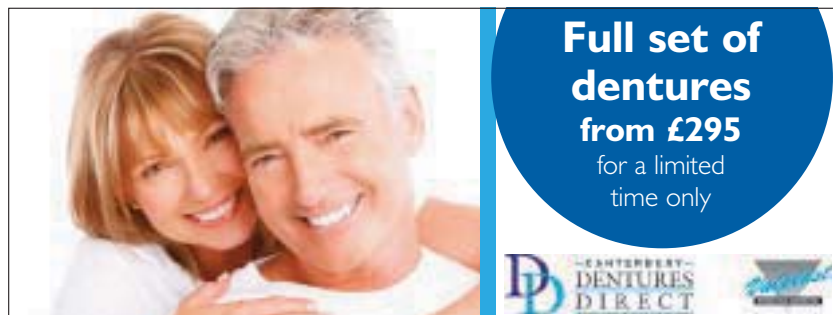
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# Reader Holidays

KOS 45



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Bosworth Hall Hotel, Leicestershire - over 40s only

Arrive Fridays: January 7 & 14, 2011

Join us for a party that extends the New Year celebrations at a price that's distinctly special. Our 2-night party break includes hotel accommodation, breakfast and dinner each day, entertainment and a 99p bar both evenings. Bosworth Hall is a super country house hotel set in landscaped grounds in the village of Market Bosworth - in the heart of England.

### PRICE INCLUDES:

- **99p DRINKS** from 5pm to 11pm both nights. Drinks include house beers & spirits, wine by the glass
- Entertainment
- 2 dinners and 2 breakfasts
- 2 nights sharing a twin or double-bedded en-suite room

**SELF-DRIVE  
2 NIGHTS  
ONLY  
£99pp  
Quote CB1**

## Carry on New Year Party

London International Hotel, London Docklands - over 40s only

January 2 to 4, 2011

### PRICE INCLUDES:

- Entertainment both nights
- **99p DRINKS** from 7pm to 11pm both nights. Drinks include house beers & spirits, wine by the glass
- 2 dinners and 2 breakfasts
- 2 nights sharing a twin or double-bedded en-suite room



**SELF-DRIVE  
2 NIGHTS  
£119pp  
Quote CL1**

## Come Dancing Party

Warner Bembridge Coast, Isle of Wight - over 40s only

January 14 to 17, 2011

### PRICE INCLUDES:

- Dance tuition, social dancing and a Grand Ball
- Variety entertainment
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- Return car ferry
- **FREE DRINKS** from 3.30pm to 11pm on Friday and 12noon to 11pm on Saturday & Sunday. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



**SELF-DRIVE  
3 NIGHTS  
DRINKS-INCLUSIVE  
£259pp  
Quote WB1**

## Carry on New Year Party

Warner Sinah Warren, Hayling Island - over 40s only



**SELF-DRIVE  
3 NIGHTS  
DRINKS-INCLUSIVE  
£229pp  
Quote WS1**

January 7 to 10, 2011

Extend the New Year celebrations and take advantage of our super money-saving offer. Our 3-night New Year party break includes hotel accommodation, breakfast and dinner each day, entertainment with special guests the Dagenham Girl Pipers and a Free bar every evening. Sinah Warren is a luxury hotel by the sea on Hayling Island - just along the south coast from Portsmouth.

### PRICE INCLUDES:

- **FREE DRINKS** from 3.30pm to 11pm on Friday and 12 noon to 11pm on Saturday & Sunday. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee
- Nightly entertainment - special guests: the Dagenham Girl Pipers
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna

## Winter Warmer Party

Warner Bembridge Coast, Isle of Wight - over 40s only

January 14 to 17, 2011

### PRICE INCLUDES:

- Entertainment every night
- 3 nights en-suite Ambassador room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- Return car ferry
- **FREE DRINKS** from 3.30pm to 11pm on Friday and 12noon to 11pm on Saturday & Sunday. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



**SELF-DRIVE  
3 NIGHTS  
DRINKS-INCLUSIVE  
£229pp  
Quote WB1**

## Suffolk Twixmas

Warner Corton, nr Great Yarmouth - over 21s only

December 27 to 30, 2010

Get away from the stress of the festive season with a great-value break at Warner Corton, on the Suffolk coast near Great Yarmouth.

### PRICE INCLUDES:

- Entertainment every night
- 3 nights en-suite chalet accommodation
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna



**SELF-DRIVE  
3 NIGHTS  
£159pp  
Quote C012-3**

## Christmas Party Break

Warner Lakeside, Hayling Island - over 21s only

December 17 to 20, 2010

### PRICE INCLUDES:

- Entertainment every night
- 3 nights en-suite chalet accommodation
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- **FREE DRINKS** from 6pm to 11pm every evening. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



**SELF-DRIVE  
3 NIGHTS  
DRINKS-INCLUSIVE  
£199pp  
Quote LK12**

## Mamma Mia Party

Warner Bembridge Coast, Isle of Wight - over 50s only

February 25 to 28, 2011

### PRICE INCLUDES:

- Entertainment featuring a Mamma Mia movie screening, Abba tribute band in concert & more
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- Return car ferry
- **FREE DRINKS** from 3.30pm to 11pm on Friday and 12noon to 11pm on Saturday & Sunday. Drinks include house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



**SELF-DRIVE  
3 NIGHTS  
DRINKS-INCLUSIVE  
£239pp  
Quote MW2**

## Mamma Mia Spring Party

Warner Bodellwyddan Castle, North Wales - over 50s only

March 25 to 28, 2011

### PRICE INCLUDES:

- Entertainment featuring a Mamma Mia movie screening, Abba tribute band in concert & more
- 3 nights en-suite Ambassador Room
- 3 dinners and 3 breakfasts
- Leisure facilities: Indoor pool & sauna
- **FREE DRINKS** from 6pm to 11pm every night - house beers & spirits, house wine by the glass, pumped soft drinks & mixers, tea & coffee



**SELF-DRIVE  
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**KENT ADULT  
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**PHOTOGRAPHS** taken by Medway students are to feature in a new art and design book.

The collection of work created by MidKent College students will appear in *Made in Medway*, a book showcasing the work of artists and designers from across the area.

The photos, taken on camera phones, show abstract images of the college's new campus in Gillingham.

Stacey McCormack, art and design course leader, said: "By centring this project on our own buildings, we hoped to capture something about each student's experience of the Medway campus."



**DESIGN BOOK**

**LEADING** house-builder Redrow Homes has taken on five new apprentices – three from Kent – to show how crucial trainees are to the industry's future.

Carpenter Adam Prebble and electrician Glen Prebble, 16-year-old twins from Snodland, and electrician Richard Perrin, 23, from Maidstone, will be based at Redrow's Sutton Woods development in Maidstone.

Training manager Richard Beadsmoore said: "Much skilled labour has been lost during the downturn so it's essential we bring in new blood."

Visit [www.redrowplc.co.uk](http://www.redrowplc.co.uk) for more details.



**REDROW FIVE**

A **TRAINEE** bricklayer has scooped an award for services to housing tenants. Jamie Hunt, from Bromley, was commended for his dedication and enthusiasm in his apprenticeship with Willmott Dixon Partnerships, repair and maintenance specialists.

Mr Hunt, 21, works on a £6 million contract with Phoenix Community Housing to repair and maintain 5,500 homes in London.

He recently gained his NVQ Two in bricklaying and a certificate of merit in the junior brickwork competition by the Guild of Bricklayers.

## Slice of the design action

By **MARIJKE COX**

[marijke.cox@kosmedia.co.uk](mailto:marijke.cox@kosmedia.co.uk)

A **NEW** design company set up by two architecture graduates through an internship is to provide other interns with work opportunities.

Pier-Luigi del Renzio and Sara Tilley – both of whom achieved their Masters at Kent School of Architecture at the University of Kent – launched Beetroot Design after working on projects with independent creative consultant Miles Berkley as part of the university's graduate internship scheme.

This work pushed them to launch Beetroot Design, a partnership providing a progressive approach to general design services using interns from the university.

Work at the company includes improving public spaces to enhance social contact and informal learning. Beetroot Design, based at

the Historic Dockyard in Chatham, will recruit graduates from the university's internship scheme on short and long-term contracts, starting in 2011.

Independent consultant Mr Berkley said the aim is to present interns to work on real projects to increase their practice-based experience and enhance their overall employability.

"It is envisaged some will stay purely for the internship while others will join Beetroot Design as associates on a project-by-project basis or as full-time employees," he said.

Pier-Luigi, who was a key member of the team that redesigned the façade and foyer of the university's Marlowe building, which is

home to Kent School of Architecture, said the internship scheme was the springboard to launch the new company.

"It not only gave us experience in a creative working environment but it also presented us with the confidence and opportunity to demonstrate our abilities, commitment and ideas, and to make important contacts in the design and creative worlds," he said.

"Already we have several exciting ventures on the go and look forward to inviting other people to join us over the next few years."

Sara said they were looking forward to the creative challenges the company would bring. She added: "Beetroot Design is a sustainable business that offers excellent value for money and has created a great deal of interest."

To contact Beetroot Design, click on [info@beetroot-design.com](mailto:info@beetroot-design.com).

## Artwork infused with fighting spirit

A **UNIQUE** exhibition celebrating London 2012 has been created as part of a cultural collaboration between the UK's creative universities.

Artwork inspired by the Olympics and Paralympics was created by staff and students at the University for the Creative Arts (UCA) and will be put on display at the Herbert Read Gallery on the Canterbury campus.

The exhibition, called *Olympia*, forms part of a national project by the Creative Campus Initiative (CCI) which is bringing 13 universities together to create a programme of cultural events based on the Olympics.

UCA's display includes photographs and a video installation motivated by the growing number of female boxers in the UK after the decision to let them compete for the first time in 2012. Photographer and film-maker Zadoc Nava said: "I was immediately drawn to these women who have chosen to compete in what is traditionally an ultra-masculine sport,



Pictures: ZADOC NAVA

**FIGHT CLUB: Female boxers photographed by Zadoc Nava as part of his art project**

despite disapproval or even outright hostility.

"I was struck by their determination and confidence as well as a certain melancholy, a tension

I think makes the work compelling," he said.

"It is a great opportunity for me to be part of a large and varied art project and produce work influenced by the spirit of the Olympics."

Part of UCA's display features work by filmmaker Andrew Knotting and psycho-geographer Iain Sinclair which includes a journey on a giant swan pedalo from Swan Lake in Hastings to the Olympic site in London.

Mr Knotting said: "The project is a travelogue and odyssey. We will be exhibiting *Swandown* as a work in progress during the CCI exhibition in Canterbury."

Throughout the summer, more than 100 commissions, exhibitions, performances, research and debate activities took place across the South East. The UCA exhibition runs from December 3 to January 14, Monday to Friday, 9am-5pm.

A special event is being held on January 14 at 2pm when Andrew Knotting and Iain Sinclair will talk through their exhibit.



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For more information please phone 07941 902869.

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Email: [swa@westlands.kent.sch.uk](mailto:swa@westlands.kent.sch.uk)  
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Tel: 01795 477475 Fax: 01795 479461

Email: [swa@westlands.kent.sch.uk](mailto:swa@westlands.kent.sch.uk)  
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email: [bsh@beechwood.org.uk](mailto:bsh@beechwood.org.uk)  
Closing Date: Tuesday 30th November 2010

Beechwood is committed to safeguarding and promoting the welfare of children and so applicants must be willing to undergo child protection screening including a check with the Criminal Records Bureau.

Registered charity number: 325104  
[www.beechwood.org.uk](http://www.beechwood.org.uk)

To advertise in this section  **01303 817040**



## Career opportunities at MidKent College

MidKent College based in the Medway Towns and Maidstone is seeking to appoint outstanding individuals in the following area:

**Hourly Paid Lecturer in Electrical/Electronic Engineering** Ref: SE070  
**Hourly Paid Lecturer in Construction** Ref: SE071

Hourly rate: £22.41 - £27.16 (dependent on qualifications and experience) Medway

We are looking to recruit exceptional staff to join our Advanced Computing and Engineering department for the above roles. The successful candidates will have recent industry experience and a recognised qualification within the subject area to a minimum of Level 3 or equivalent. The post holders will hold or be willing to work towards a teaching qualification.

**CLOSING DATE: Wednesday 8 December 2010**

MidKent College is working in partnership with RBLI Employment Solutions to support individuals who have a disability or health condition in the application, interview and employment with the college. If you would like any further information regarding RBLI, or require assistance with your application process then please contact RBLI on 0800 783 1144 or visit their website [www.rbli.co.uk](http://www.rbli.co.uk) for information, advice and guidance.

The College is committed to safeguarding and promoting the welfare of children and young people and expects all staff and volunteers to share this commitment. Any offer of employment is subject to a Criminal Records Bureau check in accordance with the College procedure.

Application forms and further details are available from [www.midkent.ac.uk](http://www.midkent.ac.uk). Alternatively, please e-mail [job.applications@midkent.ac.uk](mailto:job.applications@midkent.ac.uk). For individuals without access to e-mail or the internet please call the HR department on 01634 383102 (24 hour answer machine). In all communication with the College please quote the appropriate job title and reference number.

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of Local Jobs online

## Accountancy

### Fresh Produce Systems Specialists

#### East Anglia

#### Salary Salary Negotiable

Fresh Produce Systems SpecialistsBased in East Anglia our client is a leading supplier of fresh produce to a number of the country's top retailers.Due to the implementation of a new group-wide IT system, they are seeking individuals from a variety of disciplines in Operations, Commercial, Finance and Logistics ideally with Microsoft Dynamics Linkfresh&reg; experience. Initially, you will be required to become part of the Linkfresh&reg; project team to support the development, testing and implementation process. There will be opportunities to mentor and then manage this change in process within different departments ensuring a smooth roll out with each division within the group. The successful candidates will need a proven track record of operating in the fresh produce sector and will require a flexible approach due to the nature of this change process. In return our client is offering a competitive salary and benefits package, but more importantly the opportunity to develop a career with this industry leading company.Our client is seeking individuals for an initial contract period of 1 year, with the potential for both extensions in contract term and movements into permanent roles.

To apply, please send your CV and covering letter to:info@awrecruitmentsolutions.co.ukFor more information please phone 07941 902869.**Closing Date:**Wednesday 1st December  
**To apply/more information:** A W Recruitment Solutions info@awrecruitmentsolutions.co.uk

Quoting Job Ref: kos

## Catering, Hospitality

### Bar Manager

#### Gravesend

**Salary** £8 an hour  
Bar manager required to run and maintain a busy bar. must be over 18 years old and possess a personal license, the candidate must be reliable , take pride in their work, good communication skills, must have relevant experience and be able to think on their feet including general bar duties, the candidate will be required to work unsociable hours including weekends.

**To apply/more information:** Best Connection Agency (The) maidstone@thebestconnection.co.uk

## Engineering, Manufacturing, Utilities

### Sales Person

#### Aylesford

Sales Person  
Maidstone Company require a Sales Person  
Market Engineering product sales involving all aspects of the sales cycle from prospecting/cold calling, client consultation and presentations through to closing and ensuring smooth implementation and handover of contracts dept. Responsibilities  
Developing existing customer relationships.  
To sell our portfolio of products and services to new clients.

To prospect for new business in a variety of ways including cold calling and utilisation of lead sources.

Preparation of sales proposals for prospective clients.

Sales support, making appointments for potential clients through a variety of methods (mainly telephony based) and following up appointments with information required to progress the sale. To ensure accurate reporting back to management, to ensure activities and targets are met. Maintain CRM data.

Personal Criteria  
Relevant sales or tele-marketing experience in technology or service products.

A proven ability to hit targets. Educated to a standard complementary to an executive role. Minimum requirement, GCSE Maths and English or equivalent.

Excellent communication skills and telephone manner.

Outgoing, friendly character. Good listening skills.

Ambitious and self driven. If you feel you have the relevant skills and experience then please send your CV to Mark Fletcher at mark@fercell.com or telephone 01622 882916

**To apply/more information:**

Fercell

mark@fercell.com

Quoting Job Ref: kos

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## Marketing, Advertising

### Junior Marketing Openings - Immediate Starts Available

#### Maidstone

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JK Marketing Servies is actively seeking creative professionals who are serious about long term success in a marketing development opportunity. A positive and energetic attitude is a must for all candidates.

Why JK? JK Marketing Services is committed to setting a standard of excellence for our clients, as well as providing each individual with a unique opportunity. Our clients used to rely on the traditional forms of marketing; TV, Radio, Billboards, Spam, Print, Direct Mail and Telemarketing to get their messages across to customers.

The JK Way- We represent our clients to the public with a professionalism and enthusiasm. Meeting with them face to face means we build a personal relationship with them, educate them and make them aware of their options. Our residential campaigns reach a high percentage of the population & saturating the market to help our clients increase their customer base.

No experience necessary as we can provide advice and insight into all areas listed below. Our marketing and communications experts provide full product knowledge to the right candidates. Although we are not looking for specific educational qualifications or experience, the following characteristics are

mandatory;You must be a people person  
You must be ambitious  
You must have a strong work ethic  
You must value integrity  
WE ARE LOOKING FOR FUTURE PARTNERS NOT EMPLOYEES!!!  
Due to the nature of the openings and for the number of people currently looking for work in Kent, multiple interviews will be involved for selected candidates.  
If you believe you can rise to the challenge and you share our passion for excellence in all areas of field sales we would love to hear from you. Please send a cover letter with your CV to admin@jkmarketingservices.co m for immediate consideration or alternatively call and speak to Gemma on 01622 691730 for an immediate appointment.  
\*ALL APPLICANTS MUST BE 18+ YEARS OF AGE AND AVAILABLE FOR FULL TIME HOURS  
**To apply/more information:** JK Marketing Services admin@jkmarketingservices.com

Quoting Job Ref: kos

## Motor Trade, Driver

### Drivers

#### Maidstone

Extrastaff are recruiting for DRIVERS  
Class 1 and Class 2  
HIAB and Moffat  
7.5 tonne Multi-drop  
All must have digital taco and multi-drop experience  
Based in Maidstone, Aylesford and surrounding area.  
Please call Sarah on 01622 695555

**To apply/more information:** Extrastaff Ltd sarah.harbour@extrastaff.com

Quoting Job Ref: kos

### 7.5T Multi-Drop Drivers

#### Aylesford

Extrastaff are recruiting for 7.5T Multi-Drop Drivers  
All must have digital taco and multi-drop experience.  
Based in Aylesford, Maidstone. Please call Sarah on 01622 695555

**To apply/more information:** Extrastaff Ltd sarah.harbour@extrastaff.com

Quoting Job Ref: kos

### MOT tester/mechanic Sutton Valence

**Salary** Salary Negotiable  
MOT tester/mechanic required for a small village garage south of Maidstone. Mon- Fri and alternate Sat. mornings. Good basic wages plus profit sharing. Ring 01622 842776

**To apply/more information:** Hilltop Garage applications@jobsforkent.co.uk

Quoting Job Ref: kos

## Nursing, Medicine, Care Work

### Carers

#### Herne Bay

Have you thought about a new and rewarding career?  
All Seasons is expanding and looking for carers in your area to join our teams in providing domiciliary care and support services in the community. Experience is desirable but not essential as training will be given. Own transport preferable.  
You must be able to work either early mornings or evenings and some weekends.

For further information and an application pack call 01227 265899 or visit www.allseasons.org.uk  
Head Office: All Seasons (Kent) Ltd, Kent Enterprise House, 1 The Links, Herne Bay, Kent. CT6 7GD.

**To apply/more information:** Enterprising Opportunities

M.Hawkes@enterprisingoppo.s.org.uk

### Support Workers

#### Strood

**Salary** ~£13,250  
Is this the job for you?  
ACH is a fast-growing organisation, developing new, high-quality residential homes for adults with Learning Disabilities. Due to our continued growth we now require the following staff to complement our team at our home in Strood.  
Support Workers  
Salary ~£13,250  
For an application pack please visit our website at www.achuk.com  
Alternatively e-mail louanne.newman@achuk.com or contact Human Resources on 0208 502 8849.  
**To apply/more information:** ACH Care Homes Ltd michelle.jenkins@achuk.com

## Retail, Wholesale, Sales

### Sales Person

#### Aylesford

Sales Person  
Maidstone Company require a Sales Person  
Market

Engineering product sales involving all aspects of the sales cycle from prospecting/cold calling, client consultation and presentations through to closing and ensuring smooth implementation and handover of contracts dept.  
Responsibilities  
Developing existing customer relationships.  
To sell our portfolio of products and services to new clients.  
To prospect for new business in a variety of ways including cold calling and utilisation of lead sources.  
Preparation of sales proposals for prospective clients.  
Sales support, making appointments for potential clients through a variety of methods (mainly telephony based) and following up appointments with information required to progress the sale.  
To ensure accurate reporting back to management, to ensure activities and targets are met. Maintain CRM data.  
Personal Criteria  
Relevant sales or tele-marketing experience in technology or service products.  
A proven ability to hit targets. Educated to a standard complementary to an executive role. Minimum requirement, GCSE Maths and English or equivalent.  
Excellent communication skills and telephone manner.

Outgoing, friendly character.

Good listening skills.

Ambitious and self driven.

If you feel you have the relevant skills and experience then please send your CV to Mark Fletcher at mark@fercell.com or telephone 01622 882916

**To apply/more information:**

Fercell

mark@fercell.com

Quoting Job Ref: kos

### Transport Clerk

#### Ashford

Transport Clerk required  
Must be computer literate  
Mon-Fri 7am-3pm  
Temp to Perm  
Based in Ashford  
Please call Sarah on 01622 695555

**To apply/more information:**

Extrastaff Ltd

sarah.harbour@extrastaff.com

Quoting Job Ref: kos+

To advertise in this section  
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## PUBLIC NOTICES

### PUBLIC NOTICE

Notice is hereby given that Kanapathipillai Yogeswaran of 50 Dover Road East, Northfleet, DA11 0RG has applied to Gravesham Borough Council for a variation of a Premises Licence proposed hours for sale of alcohol: Monday to Sunday 5am until 10pm for the premises G&S Newsagents and off-licence situated at 44 Perry Street, Northfleet, DA11 8RE.

Any person wishing to submit representations to my application must give notice in writing to Licensing Section, Gravesham Borough Council, Civic Centre, Windmill Street, Gravesend, Kent, DA12 1AU, giving in detail the grounds of objection by 6th December 2010. The Council will not entertain representations where the writer requests that his identity remains anonymous. Copies of all representations will be included in the papers presented to the Licensing Panel and will therefore pass into the public domain. Representations must relate to one of the four Licensing Objectives: the prevention of crime and disorder, public safety, the prevention of public nuisance and the protection of children from harm.

### Town and Country Planning Acts

The Council is required to give notice of the following applications

**10/03485/LBC The Old Livery Stables The Green, Benenden**

- Listed Building Consent: Satellite dish to east elevation (LB)

**10/03291/FUL The Platters High Street, Brenchley**

- Retrospective - Replacement bungalow (CA) (LB)

**10/03519/FUL Bournes High Street, Brenchley**

- Change of use of part ground floor and part lower ground floor from office to self contained flat (CA)(LB)

**10/03522/LBC Bournes High Street, Brenchley**

- Listed Building Consent - Change of use of part ground floor and part lower ground floor from office to self contained flat. Internal alterations to form separate internal entrance door to new flat, separate internal entrance to existing flat, block up existing door to shop and new wc to shop (LB)

**10/03594/HOUSE Sussex End Eridge Road, Broadwater**

- Single storey rear extension and conservatory (CA)

**10/03605/FUL Sandling Farm House Hartlake Road, Capel**

- Installation of tennis court with a 2.75m high black or evergreen chain link fence (LB)

**10/03606/LBC Sandling Farm House Hartlake Road, Capel**

- Listed Building Consent - Installation of tennis court with a 2.75m high black or evergreen chain link fence (LB)

**10/03471/LBC Lantine Cottage The Street, Cranbrook And Sissinghurst**

- Listed Building Consent: Replacement of rotten front softwood door with new hardwood door (LB)

**10/03625/FUL Sissinghurst Castle Biddenden Road, Cranbrook And Sissinghurst**

- Minor alteration of existing WC block and internal refurbishment (LB)

**10/03632/LBC Sissinghurst Castle Biddenden Road, Cranbrook And Sissinghurst**

- Listed Building Consent - Minor alteration of existing WC block and internal refurbishment (LB)

**10/03580/FUL 18 St Johns Road Royal Tunbridge Wells, Culverden**

- Extension of existing retail premises to form 3 new dwellings at upper levels (CA)

**10/03589/FUL 31 York Road Royal Tunbridge Wells, Culverden**

- Conversion to return property to single dwelling. Addition of rear dormer; Provision of car parking in front garden (CA)

**10/03591/HOUSE Flat 3 74 Mount Ephraim, Culverden**

- Replacement conservatory (CA)

**10/03613/FUL Neville House 77 Mount Ephraim, Culverden**

- Construction of a 4-storey building to accommodate 4 x 1-bedroom apartments and 2 x 4-bedroom townhouses with access, parking and landscaping (CA) (LB)

**10/03595/LBC Whites Bedgebury Road, Goudhurst**

- Listed Building Consent: Replace defective roof covering, provide roof insulation, replacement of defective lead valleys, inspection and repair of lead parapet gutters, inspection and repair of timber modillion cornice, window repairs and replacement to match existing and new eyelid rooflight. Relocation of existing boiler to outhouse and provision of ground source heat pump in outhouse (LB)

**10/03596/LBC West House West Road, Goudhurst**

- Listed Building Consent: The redesign of ground floor to add a larger and additional wc; new trap door to cellar staircase; removal of carpets and make good original floorboards; addition of timber shutters to family room; refurbishment and replacement of various windows; addition of bathroom and general refurbishment to second floor; addition and replacement of chimney pots and cowls (LB)

**10/03597/LBC Whites Bedgebury Road, Goudhurst**

- Listed Building Consent: Ground Floor - Internal alterations to reinstate original kitchen, new door and window. New oak flooring and underfloor heating; First Floor - Fit new sanitary ware to disabled persons bathroom, relocate doorway to rear bedroom, provide stud wall in front bedroom to create dressing room and bathroom; Second Floor - Remove galvanised water tanks, relocate stud partition to enlarge bathroom, re-fit bathroom and provide new shower in existing store. Overboard and plaster all defective lath and plaster walls and ceilings to 2nd floor. General throughout - Re-wire property, replace all plumbing and heating installations (LB)

**10/03544/HOUSE Oak Cottage Lamberhurst Road, Horsmonden**

- Single storey side and rear extension, conservatory to side of dwelling and replacement of existing tile hanging with timber boarding (CA)

**10/03578/FUL Trastamara Yew Tree Green Road, Horsmonden**

- Demolish existing bungalow and rebuild chalet bungalow with rooms within the roof area; rationalise existing parking area (LB)

**10/03429/FUL 89 Frant Road Royal Tunbridge Wells, Pantiles & St Marks**

- Extensions, change of use and conversion to form 2 No. two-bedroom flats and 7 No. one-bedroom flats. Formation of new crossover and closing up of existing crossover (CA)

**10/03445/FUL Flat 1 11 Broadwater Down, Pantiles & St Marks**

- Replacement of two external windows (CA)

**10/03524/FUL Batcheller Thacker 1 London Road, Pantiles & St Marks**

- Lowering cills to four ground floor windows on north west and south west elevations (CA)

**10/03621/HOUSE 17 College Drive Royal Tunbridge Wells, Park**

- Single-storey side and rear extension (LB)

(DEVPLN) Departure from the Development Plan (PROW) Affecting A Public Right of Way (CA) Affecting a Conservation Area (LB) Affecting a Listed Building (MAJOR) Major Applications (MAST) Mast Applications (EIA) Applications Accompanied by an EIA Statement. You may view these applications on our website (www.tunbridgegws.gov.uk), at the The Old Fire Station, Stone Street, Cranbrook or at Gateway, 8 Grosvenor Road, Tunbridge Wells. We accept comments online, by email to planningcomments@tunbridgegws.gov.uk or in writing to the address below. Comments should be made within 21 days from the date of this notice, although we may accept them after this date. You should quote the reference and be aware that we make all comments available for inspection, placing them on the file and publishing them on the internet. We do not publish signatures, telephone numbers or email addresses on the internet.

Jim Kehoe  
Head of Planning Services  
Town Hall Royal Tunbridge Wells TN1 1RS  
Dated: 20 November 2010



### HIGHWAYS - District of Shepway

**CONNAUGHT ROAD, FOLKESTONE (PROHIBITION OF DRIVING) TEMPORARY ORDER 2010 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991**

Notice is given that because of carriageway repairs and resurfacing, the Kent County Council intends to make an Order prohibiting through traffic on Connaught Road, Folkestone, on or after 6 December 2010 for up to 1 day or until the works have been completed.

The road will be closed at the junction with Guildhall Street.

The alternative route is via Guildhall Street, Cooling Road and Cheriton Road.

**WARREN ROAD, FOLKESTONE - (PROHIBITION OF DRIVING) TEMPORARY ORDER 2010 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991**

Notice is given that because of a level crossing inspection, the Kent County Council has made an Order prohibiting through traffic on Warren Road, Folkestone, on or after 28 November 2010 for up to 1 day or until the works have been completed.

The road will be closed at the Level Crossing.

The alternative route is via Southern Way, A260/A2033 Dover Road, Wear Bay Road, Foreland Avenue, Warren Way and Warren Road.

It is planned these works will be carried out between the hours of 2.00 am and 2.00 pm.

This Order remains in force for up to 18 months and can be re-implemented if required for works of a similar nature.

For further information please contact Kent Highway Services on 08458 247 800 (local rate) or visit [www.kent.gov.uk/highways](http://www.kent.gov.uk/highways)







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**PRACTICAL:** Will the C-Max provide a winning formula for Ford?



**ECO WARRIOR:** Alfa Romeo Giulietta – glamorous yet green



**CUSTOMISABLE:** The Citroën DS3 has Mini-bashing appeal

By **STEVE LOADER**

IN JUST a week or so we will know the winner of one of the most intriguing European Car of the Year contests for years.

This time, it is not so much about confrontations between individual cars, but more about a contest over the future of motoring and the market.

Even the most glamorous candidate, the Alfa Romeo Giulietta, is as much about eco-friendly diesel power options as it is about looks, pace and driving pleasure.

## Amazing

As a car fan it would be my choice, of course, but the drive to cleaner and greener motoring is exemplified by the Alfa's polar opposite from among the seven finalists – Nissan's amazing Leaf plug-in electric car.

I still have reservations about electric cars in terms of actual range rather than the quoted one, about the weight of the batteries, and about the power station emissions that enable the cars themselves to deliver zero emissions.

On the other hand, electric motors are light and deliver instant pulling power or torque rather than taking time to build it like a conventional engine; so, solve the battery and source energy generation problems and they really should be the future and a COTY 2011 win for the Leaf would

really get the bandwagon rolling.

But will the judges – 59 top motoring journalists from 23 European countries – be that radical? And can they avoid favouring national or continental interests?

I rather doubt it and there are also some other fine candidates such as the Volvo S60 and its estate sister, the V60.

I reviewed this car recently and was impressed that, after much huffing and puffing, the Swedish marque has created a real alternative to the compact executive sector's leader, the BMW 3-Series.

But we live in straitened and increasingly puritanical times and I wonder whether COTY could come down to the battle

of the practical – the Vauxhall/Opel Meriva v Ford C-Max.

In this MPV stand-off, we have the Meriva's style and unique selling point, rearward opening back doors for extra ease of access, going head to head with the rather more ordinary appeal of the Ford.

But the bigger C-Max can now be bought with five or seven seats – though the latter version is ugly at a time when MPVs are becoming more stylish and interesting, and even good to drive.

Vauxhall has a point to prove too, having won COTY two years ago with the family sector Insignia, it saw the even

more mould-breaking Astra pipped last year by the fine but rather conventional VW Polo.

The Meriva is another radical Vauxhall though and may just vindicate the brand's drive upmarket.

Which brings us to the two remaining candidates: I shan't bother to talk about the Romanian-built, but Renault-inspired, Dacia Duster crossover as it is not now likely to come to the UK until 2012.

And that leaves the Citroën C3 and DS3; basically the same car with the former doing duty as a good value three/five-door supermini that is superior to its predecessor and far better to own and drive, while the latter is a would-be BMW Mini basher that is stylish and endlessly customisable.

The judges' verdict will be known on Monday, November 29.

# Countdown to Car of the Year



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2007(57) NISSAN MICRA ACENTA CC CONVERTIBLE AUTO, BLUE, 5000 miles.....	£8,995
2006(56) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, ALUMINIUM SILVER, 22000 miles.....	£7,995
2006(06) NISSAN MICRA CC SPORT CONVERTIBLE AUTO, BLUE, 12000 miles.....	£7,995
2006(06) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, BLUE, 21000 miles.....	£7,995
2006(56) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, BLUE, 19000 miles.....	£7,995
2007(07) NISSAN MICRA SPORT CC CONVERTIBLE AUTO, BLUE, 8000 miles.....	£7,995
2005(05) RENAULT MEGANE DYNAMIQUE VVT COUPE CABRIOLET CONVERTIBLE AUTO, BLUE, 38000 miles.....	£6,995
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### FIESTA

2007(57) FORD FIESTA STYLE CLIMATE 16V SDR HATCH AUTO, MAUVE/PURPLE/VIOLET, 3000 miles.....	£6,495
2006(56) FORD FIESTA ZETEC CLIMATE 16V SDR HATCH AUTO, TONIC BLUE, 1600 miles, yes really under 2000 miles from new.....	£5,995

### FOCUS HATCH & SALOON

2009(09) FORD FOCUS ZETEC SDR HATCH AUTO, BLUE, 3000 miles.....	£10,995
2008(57) FORD FOCUS STYLE SDR HATCH AUTO, RED, 3000 miles.....	£9,995
2008(57) FORD FOCUS STYLE SDR HATCH AUTO, BLUE, 7000 miles.....	£8,995
2008(08) FORD FOCUS ZETEC SDR HATCH AUTO, GREEN, 4000 miles.....	£8,995
2007(07) FORD FOCUS ZETEC CLIMATE 16V SDR HATCH AUTO, BLUE, 7000 miles.....	£6,995
2007(57) FORD FOCUS ZETEC CLIMATE 16V SDR HATCH AUTO, BLUE, 12000 miles.....	£6,995
2005(55) FORD FOCUS GHIA 16V SDR HATCH AUTO, GREY, 27000 miles.....	£6,495

### FOCUS ESTATES

2006(56) FORD FOCUS GHIA 16V ESTATE AUTO, ALUMINIUM SILVER, 23000 miles.....	£7,495
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### RENAULT SCENIC

2010(59) RENAULT SCENIC PRIVILEGE VVT MPV AUTO, ALUMINIUM SILVER, 5000 miles.....	£14,995
2007(07) RENAULT GRAND SCENIC PRIVILEGE DCI 130 FAP SSTR TO MPV AUTO, GOLD, 9000 miles.....	£9,995
2007(07) RENAULT GRAND SCENIC DYNAMIQUE VVT 136 75TR MPV AUTO, BLUE, 8000 miles.....	£8,995
2007(07) RENAULT GRAND SCENIC PRIVILEGE VVT 136 75TR MPV AUTO, BLUE, 15000 miles.....	£8,995
2008(57) RENAULT SCENIC PRIVILEGE VVT 111 SSTR MPV AUTO, BLACK, 16000 miles.....	£7,995
2007(07) RENAULT SCENIC PRIVILEGE VVT 111 SSTR MPV AUTO, GREY, 10000 miles.....	£7,995
2007(07) RENAULT SCENIC PRIVILEGE VVT 111 SSTR MPV AUTO, RED, 13000 miles.....	£7,995
2007(07) RENAULT SCENIC PRIVILEGE VVT 111 SSTR MPV AUTO, GREY, 26000 miles.....	£7,995
2007(07) RENAULT SCENIC PRIVILEGE VVT 111 SSTR MPV AUTO, ALUMINIUM SILVER, 20000 miles.....	£7,995
2008(57) RENAULT SCENIC DYNAMIQUE VVT 111 SSTR MPV AUTO, BLUE, 19000 miles.....	£6,995
2006(56) RENAULT SCENIC DYNAMIQUE VVT 111 SSTR MPV AUTO, ALUMINIUM SILVER, 16000 miles.....	£6,995
2006(56) RENAULT SCENIC DYNAMIQUE VVT MPV AUTO, GOLD, 29000 miles.....	£6,995
2004(54) RENAULT SCENIC DYNAMIQUE 16V MPV AUTO, BLACK, 27000 miles.....	£5,495

### RENAULT

2008(57) RENAULT MEGANE PRIVILEGE VVT 111 CONVERTIBLE AUTO, RED, 5000 miles.....	£9,995
2008(08) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, GREY, 11000 miles.....	£9,995
2008(08) RENAULT GRAND SCENIC DYNAMIQUE VVT 136 75TR MPV AUTO, GREEN, 15000 miles.....	£8,995
2006(56) RENAULT MEGANE PRIVILEGE VVT 111 CONVERTIBLE AUTO, BLUE, 14000 miles.....	£8,995
2006(56) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, ALUMINIUM SILVER, 23000 miles.....	£7,995
2006(06) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, BLUE, 21000 miles.....	£7,995
2006(56) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, BLUE, 19000 miles.....	£7,995
2006(56) RENAULT KANGOO EXPRESSION 16V MPV AUTO, GREY, 1500 miles.....	£7,995
2008(58) RENAULT Clio EXPRESSION 16V SDR HATCH AUTO, BLUE, 750 miles.....	£6,995
2005(05) RENAULT MEGANE DYNAMIQUE VVT COUPE CABRIOLET CONVERTIBLE AUTO, BLUE, 38000 miles.....	£6,995
2006(56) RENAULT LAGUNA EXPRESSION SPORT TOURER 16V ESTATE AUTO, GREY, 8000 miles.....	£6,995
2006(06) RENAULT MEGANE DYNAMIQUE VVT 111 ESTATE AUTO, GOLD, 17000 miles.....	£5,995
2007(07) RENAULT KANGOO EXPRESSION 16V MPV AUTO, GREY, 16000 miles.....	£5,995
2007(07) RENAULT KANGOO EXPRESSION 16V MPV AUTO, RED, 13000 miles.....	£5,495
2005(05) RENAULT MANDUS PRIVILEGE 16V SDR HATCH AUTO, GREEN, 39000 miles.....	£4,995

### CHEVROLET

2008(08) CHEVROLET LACETTI SX SDR HATCH AUTO, BLACK, 6000 miles.....	£6,995
2008(58) CHEVROLET AVEO LT SDR HATCH AUTO, ALUMINIUM SILVER, 999 miles.....	£6,995
2009(09) CHEVROLET LACETTI SX ESTATE AUTO, ALUMINIUM SILVER, 3000 miles.....	£6,995
2009(58) CHEVROLET LACETTI SX ESTATE AUTO, BLACK, 9000 miles.....	£6,995
2009(09) CHEVROLET MATIZ SE SDR HATCH AUTO, BLUE, 1200 miles.....	£6,495
2008(08) CHEVROLET KALOS SX SDR HATCH AUTO, BLUE, 8000 miles.....	£5,995
2008(08) CHEVROLET MATIZ SE SDR HATCH AUTO, BLUE, 2000 miles.....	£5,995
2008(57) CHEVROLET KALOS SX SDR HATCH AUTO, BLUE, 18000 miles.....	£5,495
2007(07) CHEVROLET MATIZ SE SDR HATCH AUTO, ALUMINIUM SILVER, 8000 miles.....	£4,995
2007(07) CHEVROLET MATIZ SE SDR HATCH AUTO, BLUE, 20000 miles.....	£4,995
2008(58) CHEVROLET MATIZ SE PLUS SDR HATCH, BLUE, 3000 miles.....	£4,995
2007(07) CHEVROLET MATIZ SE SDR HATCH AUTO, BLUE, 18000 miles.....	£4,995
2006(56) CHEVROLET LACETTI SX SDR HATCH AUTO, ALUMINIUM SILVER, 15000 miles.....	£4,995

### HYUNDAI

2008(08) HYUNDAI COUPE SIIL COUPE AUTO, BLACK, 4000 miles.....	£9,995
2007(56) HYUNDAI COUPE SIIL COUPE AUTO, RED, 4000 miles.....	£8,995
2008(58) HYUNDAI MATRIX COMFORT MPV AUTO, ALUMINIUM SILVER, 10000 miles.....	£7,495
2009(09) HYUNDAI i10 COMFORT SDR HATCH AUTO, BLACK, 7000 miles.....	£6,995
2008(58) HYUNDAI GETZ GSI SDR HATCH AUTO, BLUE, 1000 miles.....	£6,995
2007(57) HYUNDAI ACENT ATLANTIC LIMITED EDITION 3DR HATCH AUTO, BLACK, 6000 miles.....	£5,995
2006(56) HYUNDAI GETZ CDX SDR HATCH AUTO, GREY, 9000 miles.....	£5,995
2008(08) HYUNDAI AMICA CDX SDR HATCH AUTO, GREY, 24000 miles.....	£5,995
2008(08) HYUNDAI AMICA CDX SDR HATCH AUTO, GREY, 5000 miles.....	£5,995
2007(57) HYUNDAI MATRIX GSI SALOON AUTO, RED, 12000 miles.....	£5,995
2008(08) HYUNDAI AMICA CDX SDR HATCH AUTO, BLUE, 9000 miles.....	£5,995
2008(08) HYUNDAI MATRIX CLASSIC MPV, BLACK, 8000 miles.....	£5,995
2007(07) HYUNDAI AMICA CDX SDR HATCH AUTO, ALUMINIUM SILVER, 9000 miles.....	£5,495

### KIA

2008(58) KIA PICANTO 2 SDR HATCH AUTO, ALUMINIUM SILVER, 10000 miles.....	£6,995
2009(09) KIA PICANTO 2 SDR HATCH AUTO, ORANGE, 2000 miles.....	£6,995
2007(57) KIA RIO ICE SDR HATCH AUTO, BLUE, 9000 miles.....	£5,495

### DAIHATSU

2008(08) DAIHATSU SIRION SE SDR HATCH AUTO, BLUE, 8000 miles.....	£7,995
2008(08) DAIHATSU SIRION SE SDR HATCH AUTO, BLUE, 13000 miles.....	£7,995
2007(57) DAIHATSU SIRION SE SDR HATCH AUTO, ALUMINIUM SILVER, 9000 miles.....	£7,495
2007(07) DAIHATSU SIRION SE SDR HATCH AUTO, BLACK, 16000 miles.....	£6,995
2007(07) DAIHATSU SIRION 16V SDR HATCH AUTO, ALUMINIUM SILVER, 20000 miles.....	£6,995

### FIAT

2007(56) FIAT PANDA ELEGANZA SDR HATCH AUTO, BLUE, 25000 miles.....	£4,995
2006(56) FIAT PANDA ELEGANZA SDR HATCH AUTO, BLACK, 16000 miles.....	£4,995

### FUSION

2008(08) FORD FUSION FUSION + SDR HATCH AUTO, BLACK, 13000 miles.....	£7,995
2008(08) FORD FUSION FUSION + SDR HATCH AUTO, GREY, 3000 miles.....	£7,995
2007(07) FORD FUSION ZETEC CLIMATE SDR HATCH AUTO, GREEN, 4000 miles.....	£5,995
2004(54) FORD FUSION FUSION 2 SDR HATCH AUTO, ALUMINIUM SILVER, 52000 miles.....	£3,995

### CITROEN

2010(60) CITROEN NEMO BV HDI TURBO MPV AUTO, RED, 100 miles.....	£9,995
2008(58) CITROEN CX 5X 16V SDR HATCH AUTO, BLACK, 1800 miles.....	£8,995
2007(57) CITROEN CX 5X 16V SDR HATCH AUTO, RED, 13000 miles.....	£5,995
2002(02) CITROEN SAXO DESIRE 3DR HATCH AUTO, RED, 54000 miles.....	£2,995

### MONDEO

2006(56) FORD MONDEO LX 16V SDR HATCH AUTO, GOLD, 24000 miles.....	£6,995
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### CORSA

2010(10) VAUXHALL CORSA SE SDR HATCH AUTO, GOLD, 1000 miles.....	£11,495
2010(10) VAUXHALL CORSA SE SDR HATCH AUTO, BLACK, 9000 miles.....	£10,995
2010(10) VAUXHALL CORSA EXCLUSIV AC SDR HATCH AUTO, GOLD, 6000 miles.....	£9,995
2009(59) VAUXHALL CORSA CLUB AC 16V SDR HATCH AUTO, BLUE, 750 miles.....	£8,495
2009(58) VAUXHALL CORSA DESIGN 16V SDR HATCH AUTO, BLACK, 11000 miles.....	£8,995
2009(09) VAUXHALL CORSA CLUB AC 16V SDR HATCH AUTO, ULTRA BLUE, 4000 miles.....	£8,995
2008(58) VAUXHALL CORSA CLUB AC 16V SDR HATCH AUTO, BLUE, 5000 miles.....	£8,495
2008(58) VAUXHALL CORSA CLUB AC 16V SDR HATCH AUTO, GOLD, 2000 miles.....	£8,495
2008(58) VAUXHALL CORSA CLUB AC 16V SDR HATCH AUTO, BLACK, 9000 miles.....	£8,495
2007(57) VAUXHALL CORSA DESIGN 16V SDR HATCH AUTO, GOLD, 5000 miles.....	£7,495
2008(57) VAUXHALL CORSA CLUB AC 16V SDR HATCH AUTO, ULTRA BLUE, 9000 miles.....	£6,995
2005(05) VAUXHALL CORSA DESIGN CDTI 16V SDR TO HATCH, ALUMINIUM SILVER, 65000 miles.....	£3,995

### MAZDA

2008(58) MAZDA 5 5 TS2 MPV AUTO, RED, 12000 miles.....	£11,995
2008(58) MAZDA 3 3 TAKARA SDR HATCH AUTO, RED, 5000 miles.....	£9,995
2007(57) MAZDA 3 3 TS SDR HATCH AUTO, GREY, 8000 miles.....	£8,995
2006(56) MAZDA 6 6 TS SDR HATCH AUTO, GREY, 16000 miles.....	£7,995
2006(56) MAZDA 6 6 TS SDR HATCH AUTO, GREY, 21000 miles.....	£7,995
2007(56) MAZDA 2 2 S SDR HATCH AUTO, BLUE, 17000 miles.....	£5,995

### SUZUKI

2009(09) SUZUKI GRAND VITARA 16V ESTATE AUTO 4x4, BLUE, 13000 miles.....	£12,995
2009(59) SUZUKI SWIFT GLX SDR HATCH AUTO, BLUE, 450 miles.....	£9,495
2009(59) SUZUKI SWIFT GLX SDR HATCH AUTO, BLUE, 5000 miles.....	£8,995
2007(07) SUZUKI IGNIS GL VVT-S SDR HATCH AUTO, WHITE, 9000 miles.....	£5,995

### TOYOTA

2007(06) TOYOTA RAV-4 XTR VVT-I ESTATE AUTO 4x4, ALUMINIUM SILVER, 17000 miles.....	£13,995
2007(07) TOYOTA RAV-4 XTR VVT-I ESTATE AUTO 4x4, BLUE, 16000 miles.....	£13,995
2007(07) TOYOTA AURIS 3 X3 VVT-I ESTATE AUTO 4x4, GREY, 16000 miles.....	£13,995
2007(07) TOYOTA AURIS 3 X3 VVT-I SDR HATCH, ALUMINIUM SILVER, 19000 miles.....	£9,995
2007(07) TOYOTA COROLLA VERSO 3 VVT-I MPV AUTO, RED, 25000 miles.....	£9,995
2007(07) TOYOTA AURIS 3 VVT-I MM SDR HATCH AUTO, ALUMINIUM SILVER, 17000 miles.....	£8,995
2007(07) TOYOTA COROLLA 3 VVT-I SDR HATCH AUTO, ALUMINIUM SILVER, 9000 miles.....	£8,995
2007(56) TOYOTA COROLLA 3 VVT-I SDR HATCH AUTO, IONIX BLUE, 13000 miles.....	£8,995
2007(08) TOYOTA COROLLA 3 COLOUR COLLECTION VVT-I SDR HATCH AUTO, BLACK, 8000 miles.....	£8,995
2006(58) TOYOTA YARIS 3 VVT-I SDR HATCH AUTO, VENETIAN SILVER, 14000 miles.....	£7,995
2009(59) TOYOTA AYGO BLUE VVT-I SDR HATCH AUTO, BLUE, 7000 miles.....	£6,995
2007(07) TOYOTA YARIS 3 VVT-I MM SDR HATCH AUTO, ALUMINIUM SILVER, 21000 miles.....	£6,995
2005(55) TOYOTA YARIS 3 SPIRIT VVT-I SDR HATCH AUTO, CRYSTAL SILVER, 5000 miles.....	£6,995
2004(54) TOYOTA YARIS 3 SPIRIT VVT-I SDR HATCH AUTO, ALUMINIUM SILVER, 17500 miles.....	£6,995
2004(04) TOYOTA YARIS 3 SPIRIT VVT-I SDR HATCH AUTO, CRYSTAL SILVER, 6000 miles.....	£6,295
2004(04) TOYOTA YARIS 3 SPIRIT VVT-I SDR HATCH, BLACK, 25000 miles.....	£5,995

### NISSAN

2009(09) NISSAN QASHQAI ACENTA 5DR HATCH AUTO, CAFFE LATTE, 11000 miles.....	£14,995
2008(58) NISSAN QASHQAI ACENTA 5DR HATCH AUTO, BLUE, 5000 miles.....	£14,495
2008(08) NISSAN QASHQAI ACENTA 5DR HATCH AUTO, BLUE, 8000 miles.....	£13,995
2007(07) NISSAN QASHQAI VISIA 5DR HATCH AUTO, ALUMINIUM SILVER, 21000 miles.....	£10,995
2007(07) NISSAN QASHQAI VISIA 5DR HATCH AUTO, FIRED IRON, 19000 miles.....	£10,995
2009(59) NISSAN NOTE TEKNA MPV AUTO, BLACK, 1900 miles.....	£10,995
2007(57) NISSAN MICRA ACENTA CC CONVERTIBLE AUTO, BLUE, 5000 miles.....	£8,995
2009(59) NISSAN NOTE VISIA MPV AUTO, GREY, 1800 miles.....	£8,995
2009(59) NISSAN MICRA ACENTA 5DR HATCH AUTO, RED, 7000 miles.....	£8,495
2009(59) NISSAN MICRA ACENTA 5DR HATCH AUTO, BLACK, 8000 miles.....	£8,495
2010(10) NISSAN PIXO N-TEC SDR HATCH AUTO, ALUMINIUM SILVER, 500 miles.....	£7,995
2007(07) NISSAN MICRA SPORT CC CONVERTIBLE AUTO, BLUE, 8000 miles.....	£7,995
2008(08) NISSAN NOTE ACENTA MPV AUTO, BLUE, 11000 miles.....	£7,995
2006(06) NISSAN MICRA CC SPORT CONVERTIBLE AUTO, BLUE, 12000 miles.....	£7,995
2009(09) NISSAN NOTE ACENTA MPV AUTO, RED, 14000 miles.....	£7,995
2007(57) NISSAN MICRA ACENTA 5DR HATCH AUTO, BLUE, 15000 miles.....	£6,995
2007(57) NISSAN MICRA SPIRITA 3DR HATCH AUTO, RED, 18000 miles.....	£6,995
2007(07) NISSAN MICRA SPIRITA 3DR HATCH AUTO, GREY, 14000 miles.....	£5,995
2006(56) NISSAN MICRA S 3DR HATCH AUTO, BLUE, 15000 miles.....	£5,995
2004(04) NISSAN MICRA S 3DR HATCH AUTO, ARUBA BLUE, 12000 miles.....	£4,995
2002(02) NISSAN MICRA S 3DR HATCH AUTO, WHITE, 19000 miles.....	£2,995

### ASTRA HATCHBACKS

2008(58) VAUXHALL ASTRA ELITE CDTI 5DR TO HATCH AUTO, PANACOTTA, 11000 miles.....	£10,995
2008(58) VAUXHALL ASTRA LIFE AC 16V E HATCH AUTO, SILVER, 9000 miles.....	£7,995
2007(57) VAUXHALL ASTRA DESIGN 16V E4 SDR HATCH AUTO, ALUMINIUM SILVER, 17000 miles.....	£7,995
2008(57) VAUXHALL ASTRA LIFE AC 16V E4 SDR HATCH AUTO, TURQUOISE, 10000 miles.....	£5,995
2008(57) VAUXHALL ASTRA LIFE AC 16V E4 SDR HATCH AUTO, ALUMINIUM SILVER, 2000 miles.....	£5,995
2007(07) VAUXHALL ASTRA LIFE AC 16V SDR HATCH AUTO, BLUE, 5000 miles.....	£5,995
2007(57) VAUXHALL ASTRA LIFE SDR HATCH AUTO, TURQUOISE, 9000 miles.....	£5,995

### ASTRA ESTATES

2008(58) VAUXHALL ASTRA LIFE AC 140 ESTATE AUTO, ALUMINIUM SILVER, 8000 miles.....	£7,995
2007(57) VAUXHALL ASTRA DESIGN 140 ESTATE AUTO, BLUE, 14000 miles.....	£7,995
2007(57) VAUXHALL ASTRA DESIGN 140 ESTATE AUTO, PANACOTTA, 15000 miles.....	£7,995
2008(08) VAUXHALL ASTRA LIFE AC 140 ESTATE AUTO, ALUMINIUM SILVER, 12000 miles.....	£6,995
2008(08) VAUXHALL ASTRA LIFE AC 140 ESTATE AUTO, SILVER, 14000 miles.....	£6,995
2006(56) VAUXHALL ASTRA DESIGN 16V ESTATE AUTO, PANACOTTA, 13000 miles.....	£6,495
2006(56) VAUXHALL ASTRA LIFE AC 16V ESTATE AUTO, BLACK, 11000 miles.....	£5,995
2007(57) VAUXHALL ASTRA LIFE AC 140 ESTATE AUTO, BLUE, 15000 miles.....	£5,995
2000(00) VAUXHALL ASTRA CLUB ESTATE AUTO, BLUE, 23000 miles.....	£2,995

### ZAFIRA MERIVA & AGILA

2009(59) VAUXHALL ZAFIRA EXCLUSIV CDTI TO MPV AUTO, BLACK, 750 miles.....	£13,995
2009(09) VAUXHALL ZAFIRA EXCLUSIV CDTI TO MPV AUTO, GREEN, 7000 miles.....	£12,995
2010(10) VAUXHALL MERIVA DESIGN 16V MPV AUTO, BLUE, 1000 miles.....	£10,995
2009(09) VAUXHALL AGILA DESIGN SDR HATCH AUTO, BLUE, 5000 miles.....	£9,495
2009(59) VAUXHALL MERIVA LIFE 16V MPV AUTO, BLUE, 3000 miles.....	£8,995
2008(08) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, BLACK, 10000 miles.....	£8,995
2007(07) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, BLUE, 17000 miles.....	£8,495
2006(56) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, SILVER LIGHTNING, 16000 miles.....	£7,995
2008(08) VAUXHALL AGILA CLUB MPV AUTO, ALUMINIUM SILVER, 3000 miles.....	£7,995
2007(57) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, BLUE, 9000 miles.....	£7,995
2007(07) VAUXHALL MERIVA LIFE 16V MPV AUTO, BLUE, 19000 miles.....	£6,995
2006(56) VAUXHALL MERIVA LIFE 16V MPV AUTO, BLUE, 13000 miles.....	£6,495
2008(58) CHEVROLET MATIZ SE SDR HATCH AUTO, GREEN, 7000 miles.....	£5,995
2004(54) VAUXHALL ZAFIRA LIFE 16V MPV AUTO, ALUMINIUM SILVER, 7800 miles.....	£3,995



# FIRST GEAR

Compiled by Steve Loader



## Fresh new look for the daddy of MPVs

RENAULT has given the daddy of people carriers a makeover.

The Espace sparked the MPV boom a quarter of a century ago and, while it is no longer the biggest seller, continues to be one of the benchmarks.

Order books are now open for a refreshed version, with deliveries due in early 2011, with more equipment and lower pricing (from £24,495) and savings of up to £3,005.

Renault's MPV icon now

comes with LED running lights and the marque's more affordable in-car sat nav, produced by a partnership between Carminat and big-selling consumer system supplier TomTom.

Despite more aggressive pricing though, the Espace is being pitched more and more upmarket, underlined by sleek styling for a people mover.

It comes with a choice of two low-emission 2.0-litre diesel engines of 150 and 175bhp.

IF HAVING a caddy to carry your clubs is the ultimate snobbery in golf, then perhaps the latest Caddy Maxi Life MPV can drive a few customers in VW's direction.

Especially when they find that, thanks to being derived from the latest generation Caddy van (also pictured), the seven-seat Maxi spin-off is also reasonably priced from £17,593.

Admittedly, you can buy VW's well-mannered purpose-built Touran MPV and get the same seven-up accommodation for similar money but, as other makers have shown, there is an increasing appetite for roomy economical car-like MPVs; the Caddy series is a particularly good drive and VW even offers eco-friendly BlueMotion versions.

## Snob appeal of Maxi life



## Sportage barrage finds its range

KIA'S eye-catching Sportage crossover is now available in all 16 variants.

The increasingly confident Korean brand pump-primed consumer interest with a few 'fully-loaded' and arresting looking 4x4 First Edition versions for the UK market in August.

But the tease was hardly necessary; the Sportage will be a huge hit, especially now the still eye-catching junior versions have gone on sale from just £16,645.

It's a lot of car for the money, roomy and cheap to run too with the entry power-



trains: an all-new highly efficient 1.6-litre direct-injection petrol and a 1.7-litre

turbodiesel. The latter is capable of averaging around 55mpg.

Both come with a six-speed manual gearbox and economy-minded front-wheel drive, feature Kia's Intelligent Stop and Go (ISG) technology and wear the 'EcoDynamics' banner.

The 2.0-litre all-wheel drive alternatives (from £20,800) come with the choice of five-speed manual or six-speed automatic on the petrol version and six-speed manual or six-speed automatic transmissions on the diesel.

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**Colt specification:** 16" alloy wheels • Air conditioning • Central door locking & keyless entry • Electric heated door mirrors  
Front fog lamps • Electric windows • Cruise control • iPod/MP3 connection • ISO-Fix child seat mountings

**Lancer specification:** 16" alloy wheels • Alarm and keyless entry • ABS with EBD • 7 airbags • Air conditioning  
Electric windows • Cruise control • iPod/MP3 connection • Bluetooth phone system • Front fog lamps

Under the Motability Contract Hire Scheme for new cars, a driver can get the use of a brand new Lancer Hatchback 2.0 DI-D GS2 for 3 years at £Nil AP and £Total Allowance Weekly Rental. Or a driver can get the use of a brand new Colt C22 3 door or 5 door for 3 years at £Nil AP and Weekly Rental from £49.85. The facilities offered are for the hire (bailment) of goods. The Motability Contract Hire Scheme is administered by Motability Operations Limited (Registered Company No. 1373876), City Gate House, 22 Southwark Bridge Road, London, SE1 9HB. Offer valid from 1st October – 31st December 2010. To qualify you must be in receipt of the Higher Rate Mobility Component of the Disability Living Allowance which will be taken in lieu of the monthly rental. Full written details, including terms and conditions, are available on request from your local Mitsubishi Dealership or Motability Operations Limited. Models shown for illustrative purposes only. All prices correct as at 1st October 2010.

Lancer 2.0 DI-D GS2 fuel consumption in mpg (ltrs/100km): Urban 34.4 (8.2), Extra Urban 56.5 (5.0), Combined 45.6 (6.2), CO<sub>2</sub> emissions 163 g/km. Colt C22 range fuel consumption in mpg (ltrs/100km): Urban 44.1 – 36.7 (6.4 – 7.7), Extra Urban 64.2 – 56.5 (4.4 – 5.0), Combined 55.4 – 47.1 (5.1 – 6.0), CO<sub>2</sub> emissions 119 – 143 g/km.

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# Greener and greener Toyotas

by  
**STEVELOADER**

THERE is an increasingly popular tinge to the Toyota range – eco green.

The world's No1 carmaker has not one but two hybrid models on the UK market and has 'reinvented' conventional engines throughout its range; the new generation 'Optimal Drive' units now deliver more power with lower emissions and fuel consumption.

After the furore over recalls on certain models over the past year or so, Toyota has also stepped up its perennial customer satisfaction drive by offering a five-year warranty across the board – only Chevrolet, Hyundai and Kia match or exceed that.

To underline the momentum it now has, the brand has just delivered its 20 millionth vehicle in the UK and Europe – just 10 years after recording its 10 millionth sale here.

And the popularity of that green shade was further boosted by a class victory for a UK-built Auris hybrid in the first RAC Future Car Challenge, designed as a showcase for greener cars.

The Auris scooped the hybrid contest in the challenge by returning an average of 72.8mpg over the 60-mile Brighton-to-London course and exceeded its official 70.6mpg on the combined consumption cycle.

The car, launched earlier this year, will run automatically on electric power over short distances in slow-moving city traffic, but switches to its 1.8-litre petrol engine on the open road, while also recovering battery power through braking.



**ECO HERO: Prius – 10th anniversary in the UK**

Toyota used the challenge to parade its FCHV-adv hydrogen fuel cell vehicle on UK roads for the first time as well – it hopes to bring a version to market here in 2015.

In the meantime, Toyota has also celebrated the 10th year in the UK of its original hybrid by creating a 10th Anniversary special edition (£26,150) of the Prius that looks anything but green with its body kit, 17-inch multi-spoke alloys, rear privacy glass and embossed black leather upholstery.

Beneath the sporting disguise, this car is still a miser with the usual Prius economy of 70.6mpg on the combined cycle and road tax-exempt emissions of 92g/km.

Talking of exemption, junior versions of



**POLE POSITION: Auris – hybrid challenge win**

Toyota's tiny four-seat IQ city car will soon escape the London congestion charge (from January 4, 2011) as well as road tax – a poten-



**CLEVER STUFF: IQ – the choice for commuters**

tial saving total of more than £2,500 per annum for car-borne Kent commuters due to emissions of just 89g/km.

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2006/06 FORD FOCUS 1.6 LX, 5 door in flint grey metallic with contrasting black cloth £4,995



2000 VAUXHALL ZAFIRA COMFORT 1.6 16V 7 SEATER, in silver metallic with contrasting dark grey cloth £2,995



2005/05 SAAB 9-3 LINEAR SPORT 150 BHP DIESEL, 4 door in metallic moon dust grey with contrasting dark grey cloth £5,995



2004/04 VOLKSWAGEN BEETLE TDI DIESEL, 3 door in stardust metallic silver with contrasting black cloth £5,995



2007/07 RENAULT SCENIC 1.6 AUTOMATIC VVTI DYNAMIQUE, in sandringham metallic with contrasting dark grey charcoal trim £4,995



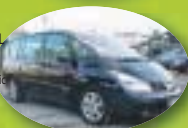
2006/06 VAUXHALL ASTRA 1.6 CLUB, 5 door hatchback in panacote silver metallic with contrasting dark grey cloth £4,995



2005/55 FORD FOCUS 1.6 TDCI LX 5 DOOR ESTATE in metallic blue £5,995



2004/54 RENAULT GRANDESPEACE AUTOMATIC DIESEL INITIAL 7 SEATER, in nightfire blue metallic with contrasting leather £8,995



2006/56 FIAT SEDICI ELEGANZA 1.9 DIESEL, 5 door in metallic starburst with contrasting black cloth interior £5,995



2006/06 RENAULT MEGANE EXPRESSION 1.9 DCI ESTATE DIESEL, in metallic winter grey with contrasting grey cloth £4,495



2003/53 RENAULT ESPACE 2.2 DIESEL INITIAL 7 SEATER, in magenta metallic with contrasting leather/suede £5,995



2001/51 RENAULT ESPACE THE RACE 7 SEATER, offered in stardust metallic silver with contrasting black cloth £3,995



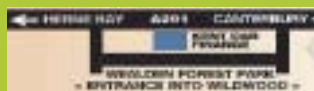
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W REG HONDA ACCORD 2.0 VTEC SE, 5 door, green metallic, a/c, e/s/roof, e/windows, stereo, CD, pas.....£1,495  
T REG CITROEN XANTIA 2.0 AUTO ESTATE, met blue, full black leather interior, air con, electric windows, pas, in car entertainment, mot & taxed.....£1,295

1999 (T) FORD FIESTA 1.25 GHIA, 5 door, in white, long mot, alloy wheels, power Steering .....£995  
N REG FORD MONDEO LX 1.9 ESTATE, blue, power steering, e/w, stereo, central locking, s/roof, new mot & taxed .....£695  
2000 (X) V W GOLF 1.6 SE, 5 door in racing green metallic, air conditioning, electric windows, remote control central locking, heated front seats, in car entertainment system .....£1,995

2001 DAEWOO MATIZ SE+ in brilliant orange metallic, pas, e/w, stereo/CD, alloy wheels, mot & taxed, very clean, lots of bills and good service history for only .....£1,295  
1998 (R) FORD ESCORT 1.8 TD GHIA ESTATE, in metallic red with contrasting dark grey cloth interior, alloy wheels, .....£995  
M REG NISSAN MICRA 1.0L, 5 DOOR IN WHITE THIS CAR HAS A NEW MOT AND IS TAXED UNTIL THE END OF APRIL 2011 CLEAN AND VERY GOOD RUNNER AND ALL FOR.....£495





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**New Meriva Exclusiv<sup>2</sup>**  
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# Shogun rolls with the bends and crushes rough terrain

## DrivingReview



by  
**STEVE LOADER**

CHIEF DRIVING CORRESPONDENT  
steve.loader@kosmedia.co.uk

## Mitsubishi Shogun

BET you didn't know the Mitsubishi Shogun has Kent connections.

The Japanese stalwart 4x4 shares its name with the mammoth novel and cult TV series Shogun, inspired by the true story of Gillingham born sailor Will Adams – the first Englishman to set foot in Japan.

The less celebrated connection is the way the Mitsi leans on corners – Adams would have experienced the same sensation aboard the



sailing ship that took him to Japan in 1600.

To be fair though, the Shogun's sloppiness posture on bends is a big improvement over the previous generation pre-2007 car and a rare downside of one of the best belt-and-braces 4x4s around.

You do, of course, get exactly what it says on the Shogun's tin – a rugged obstinacy when faced with challenging surfaces and terrain.

While the mainstream 4x4 sector has had its boom, gone soft and morphed generally into sports utility vehicles (SUVs) and crossovers, the Shogun and a very few others still crash along the same potholed path.

However, the Shogun line-up has been hacked back to reflect diminishing demand for such unreformed dinosaurs; there is still a choice of short wheelbase three-door and five-



seat 'baby' version (from £28,499) or long wheelbase five-door and seven-seat grown-up version (from £31,499), as tested here.

But there is just the one engine choice: an updated but long-familiar 3.2-litre turbodiesel pushing out 158bhp when linked with a manual 'box or 168bhp when partnered with an auto.

It betrays its age a little in refinement, but pulls beautifully and feels rock solid – this is one tow car you would never expect to fail.

On-road performance, as my spurious Will Adams connection suggested, is not terribly sophisticated though.

While over-zealous driving is safe enough,



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## AUTOMATICS

- 08 58 FORD FUSION + 1.6.** Power steering, anti-lock brakes, alloy wheels, air conditioning, front fog lamps, electric front windows, electric mirrors, radio CD player, remote central door locking, twin front airbags, side airbags, only 9,555 miles, finished in metallic black .....£7,995
- 07 07 FORD FOCUS 1.6 LX 5 DOOR.** Power steering, anti-lock brakes, air conditioning, remote central door locking, electric front windows, electric mirrors, radio CD player, head restraints, folding rear seats, twin front airbags, side airbags, only 19,205 miles, finished in metallic grey .....£6,795
- 07 07 NISSAN NOTE 1.6 SE 5 DOOR.** Power steering, anti-lock brakes, alloy wheels, air conditioning, electric windows, electric mirrors, remote central door locking, radio CD player, front fog lamps, twin front airbags, side airbags, curtain airbags, only 26,869 miles, finished in metallic silver .....£6,795
- 07 57 FORD FIESTA 1.6 STYLE CLIMATE 5 DOOR.** Power steering, anti-lock brakes, air conditioning, heated front screen, electric front windows, electric mirrors, remote central door locking, radio CD player, head restraints, twin front airbags, only 23,769 miles, finished in metallic black .....£6,795
- 05 55 HONDA CIVIC 1.4 SE 5 DOOR.** Power steering, anti-lock brakes, alloy wheels, air conditioning, electric windows, electric mirrors, remote central door locking, radio CD player, head restraints, twin front airbags, side airbags, only 41,470 miles, finished in metallic blue .....£5,995
- 03 53 HONDA JAZZ 1.4 SE.** Power steering, anti-lock brakes, air conditioning, electric sunroof, electric windows, electric mirrors, radio CD player, remote central door locking, head restraints, folding rear seats, twin front airbags, only 47,456 miles, finished in metallic green .....**WAS £4,695 SAVE £400 NOW £4,295**
- 06 55 MITSUBISHI COLT 1.4 EQUIPPE 3 DOOR.** Power steering, anti-lock brakes, alloy wheels, air conditioning, electric windows, electric mirrors, radio CD player, remote central door locking, twin front airbags, only 29,367 miles, finished in metallic grey .....£4,695
- 03 53 RENAULT KANGOO EXPRESSION 1.6 16V 5 DOOR.** Power steering, anti-lock brakes, alloy wheels, electric mirrors, remote central door locking, radio CD player, removable rear seats, front fog lamps, twin front airbags, only 29,950 miles .....£4,495

- 04 54 MG ZR+120 CVT 3 DOOR.** Power steering, remote central locking, electric windows, electric mirrors, anti-lock brakes, alloy wheels, front airbags, half leather, finished in metallic black .....£3,295

## MANUALS

- 08 57 VAUXHALL MERIVA DESIGN 1.4 16V TWINPORT.** Power steering, anti-lock brakes, air conditioning, 2 sunroofs, electric windows, electric mirrors, remote central door locking, radio CD player, front fog lamps, privacy glass, twin front airbags, only 19,598 miles, finished in metallic blue .....**WAS £7,995 SAVE £500 NOW £7,495**
- 07 57 RENAULT SCENIC 1.6 VVT DYNAMIQUE.** Power steering, anti-lock brakes, air conditioning, electric windows, electric mirrors, remote central door locking, radio CD player, twin front airbags, rear sunblinds, only 19,123 miles, finished in metallic grey .....£6,695
- 09 09 PEUGEOT 107 VERVE.** Power steering, anti-lock brakes, alloy wheels, air conditioning, electric windows, radio CD player, remote central door locking, £20 a year road tax, Group 1 insurance, twin front airbags, side airbags, only 17,767 miles, finished in red .....**WAS £6,995 SAVE £500 NOW £6,495**
- 07 07 RENAULT CLIO 1.4 DYNAMIQUE.** Power steering, anti-lock brakes, air conditioning, electric windows, electric mirrors, remote central door locking, radio CD player, full electric sunroof and panoramic roof, alloy wheels, only 21,131 miles finished in metallic red .....£5,995
- 05 05 MAZDA 3 1.6 TS2 5 DOOR.** Power steering, anti-lock brakes, alloy wheels, air conditioning, electric windows, electric mirrors, radio CD player, remote central locking, twin front airbags only 36,482 miles, finished in metallic blue .....£5,695
- 06 06 FIAT DOBLO DYNAMIC 1.4 MPV.** Power steering, anti-lock brakes, alloy wheels, air conditioning, sliding rear doors, electric front windows, radio CD player, remote central door locking, folding rear seats, front fog lamps, twin front airbags, only 23,565 miles finished in metallic blue .....£5,495

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the lurching motion might be too much for those in the back.

But this is a two-tonne tank so you would be a bit mad to pilot it like a Mini; far better to enjoy its serenity and comfort when driven sensibly and keep the full consumption to a sensible average around 25mpg.

And while it does look pretty unfashionable now against major rivals like the Land Rover Discovery, there is a massive amount of cabin room and good vision from the lofty seating and large glazed area – enhanced by the enormous oversize sunroof on the test car.

However, like many so-called seven-seaters,

you wouldn't inflict the rear pair of chairs on anyone other than kids and teenagers.

Interior quality is neither stylish nor horrible, but follows what you will now recognise as the Shogun's no-nonsense 'I'll get you there come what may' style.

The seats are also superb, of the quality and comfort you would demand from something that could be lurching across some rough terrain.

But the Shogun is not a car to choose lightly – not one to buy because you 'fancy a 4x4' – but more a lifetime as well as a lifestyle purchase.

If you need something for a farm or country estate, or a courtesy bus for a country hotel then this is your baby, and I suspect it would be more reliable than an equivalent Land Rover or Range Rover.

Off-road clout is boosted by high and low gear ratios and a lockable central differential to maintain traction in the most difficult conditions, while the classic body on chassis construction makes the car feel rock solid even when one or more corner is in the air.

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## DrivingPortfolio

### MITSUBISHI SHOGUN 3.2 ELEGANCE FIVE-DR (£36,999)

Driving appeal (OUT OF FIVE)	★★★
Image	★★★
Space	★★★★★
Value	★★★★★
Running costs	★★
Reliability	★★★★★
How green?	★
Road tax	£245/year
Best rival	Toyota Land Cruiser

## The Verdict



### DON'T LIKE:

the car's generally old-fashioned feel



### NOT SURE:

there are that many buyers out there now for such an unreformed tank



### REALLY LIKE:

the go-anywhere confidence the Shogun inspires

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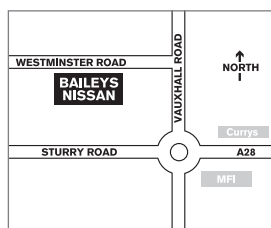
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**156**, 1.6 T.spark Turismo Sportwagon (6 months Warranty), ag02ku, twin air bags, side air bags, curtain airbags, abs, adjustable steering column, power steering, stability control, air conditioning, electric windows, electric mirrors, remote central locking, immobiliser, colour coded body, cd player, stereo, steering wheel audio controls, rear wiper/wipe, metallic paintwork, alcantara leather, height adjustable seat, rear headrests, lumbar support, alloy wheels, \*\*\* full pre-delivery inspection, full safety check, free 6 months fully comprehensive warranty, 12 months mot, structured service & warranty packages to suit your individual needs, free 7 days full comprehensive insurance, professional after sales care, p/x welcome, finance available (subject to status) \*\*\*, aluminium silver, 63000 miles, £2995, Maidstone, 01622 842299 (TRADE)

**159**, 3.2 V6 JTS Q4 LUSSO, 2006, abs brakes air conditioning alloy wheels cd player climate control electric windows immobiliser metallic paint leather interior multiple airbags power steering remote central locking remote audio controls adjustable steering column body coloured bumpers height adj drivers seat, black, 30376 miles, £11000, Canterbury, 0844 856 4494 (TRADE)

**159**, 2.4 JTM LUSSO, 2007, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser metallic paint power steering remote central locking remote audio controls, black, 28347 miles, £11000, Canterbury, 0844 856 4494 (TRADE)

**159**, 1.9 JTM 16v LUSSO, 2008, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser leather interior multiple airbags power steering trip computer remote central locking remote audio controls, alfa red, 70000 miles, £9000, Ramsgate, 0844 856 4496 (TRADE)

**159**, 3.2 V6 JTS Q4 LUSSO, 2006, abs brakes air conditioning alloy wheels cd player climate control electric windows immobiliser metallic paint leather interior multiple airbags power steering remote central locking remote audio controls adjustable steering column body coloured bumpers height adj drivers seat, black, 30376 miles, £11000, Ramsgate, 0844 856 4496 (TRADE)

**159**, 2.4 JTM LUSSO, 2007, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser metallic paint power steering remote central locking remote audio controls, black, 28347 miles, £11000, Ramsgate, 0844 856 4496 (TRADE)



**2006 56 Reg SAAB 9-3 19TD Vector Sport**, 4 Doors, Manual, Saloon, Diesel, 114,000 miles, Metallic grey, Cruise control, Full Electric Pack, Alloy wheels, Immobiliser, ABS, Sports seats, Reverse parking aid, Anti theft system, Child locks, Leather seat trim, Service indicator, Navigation system, Multi function steering wheel, Space saver spare wheel, Alarm, Body coloured bumpers, PAS, Air conditioner, CD, Climate Control, Full Service History, Fully integrated navigation system, Mobile phone Bluetooth connection. Business Pack, 6 Speed gearbox ..... **NOW £6,695**

**2003 53 Reg SAAB 9-3 2.0T Aero**, 4 Doors, Manual, Saloon, Petrol, 121,170 miles, Metallic Black, Sat Nav, Bluetooth Handsfree Leather seat trim, Radio/CD, Cruise control, Alloy wheels, Immobiliser, Full Electric Pack, Remote central locking, Trip computer, Alarm, Headlight washers, Body coloured bumpers, Rear armrest, PAS, Air conditioning, Anti theft system, Climate Control, Full Service History, Sports seats, Tinted glass. .... **NOW £3,995**

**2001 Y Reg SAAB 9-5 2.0T SE**, 102,941 miles, 4 Doors, Automatic, Saloon, Petrol, Metallic Grey, 4 Owners. Heated door mirrors, ABS, Radio/CD, Rear headrests, Cruise control, Folding rear seats, Alloy wheels, immobiliser, Side airbags, Leather upholstery, Front electric windows, Electric door mirrors, Rear electric windows, Remote central locking, Drivers airbag, Trip computer, Leather seat trim, Air conditioning, Radio/Cassette, Traction control, Body coloured bumpers, PAS, Climate Control, Service indicator, Electric mirrors, Remote locking ..... **NOW £2,495**

**2000 W Reg SAAB 9-3 2.0T**, 5 Doors, Manual, Hatchback, Petrol, 70,471 miles, Metallic RED, 2 Owners. Central locking, Folding rear seats, Trip computer, Passenger airbag, Steering wheel reach adjustment, Cloth upholstery, Part Service History, Child locks, CD, Immobiliser, Side airbags, Front electric windows, Electric door mirrors, Rear electric windows, ABS, Headlight washers, Body coloured bumpers, PAS, Radio/Cassette, Air conditioning, Service Indicator. .... **NOW £2,295**

**R Reg SAAB 9-3 2.0i**, 5 Doors, Manual, Hatchback, Petrol, 1998, 66,678 miles, Black, 1 Owner. Rear wiper, Trip computer, Cloth upholstery, Immobiliser, Part Service History, Remote locking, Service indicator, Electric door mirrors, ABS, Adjustable seats, Folding rear seats, Alloy wheels, Air conditioning, Alloy wheels, Anti theft system, Headrests, Side airbags, Leather upholstery, Electric windows, Foglights, Head rest, Air conditioning, Headlight washers, Heated seats, Metallic paintwork, Passenger airbag, Power assisted steering, Rear armrest, Side airbags, Steel wheels, Sunroof, Tinted glass, Wheel trims. .... **NOW £1,595**

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**A3** Sportback, 2008, abs brakes air conditioning alarm fitted alloy wheels cd player climate control electric windows immobiliser multiple airbags power steering tinted glass trip computer front passenger air bag deactivation switch remote central locking isofix child seat points adjustable steering column rear armrest rear headrests heated door mirrors height adj drivers seat space saver spare wheel, black, 41771 miles, £11000, Ramsgate, 0844 856 4496 (TRADE)

**A3** Sportback, 2008, abs brakes air conditioning alarm fitted alloy wheels cd player climate control electric windows immobiliser multiple airbags power steering tinted glass trip computer front passenger air bag deactivation switch remote central locking isofix child seat points adjustable steering column rear armrest rear headrests heated door mirrors height adj drivers seat space saver spare wheel, black, 41771 miles, £11000, Ashford, 0844 826 5918 (TRADE)

**A4**, T QUATTRO SE, 2002, abs brakes air conditioning alarm fitted cd player central locking cruise control electric windows front fog lights metallic paint leather interior multiple airbags power steering remote central locking roof bars adjustable steering column body coloured bumpers heated door mirrors height adj drivers seat, green, 53312 miles, £7300, Ashford, 0844 826 5918 (TRADE)

**A4**, FSI SE, 2005, black metallic, 41000 miles, £10000, Ashford, 0844 826 5918 (TRADE)

**A4**, 2.0 TDI S LINE MULTITRONIC, 2008, abs brakes air conditioning alarm fitted alloy wheels central locking diesel electric windows front fog lights full service history half leather trim immobiliser metallic paint multi cd player multiple airbags power steering split folding rear seats sports seats traction control trip computer twin airbags remote central locking isofix child seat points remote audio controls adjustable steering column front armrest body coloured bumpers lumbar support rear armrest rear headrests 3x3 point rear seat belts heated door mirrors height adj drivers seat space saver spare wheel, black, 24363 miles, £18500, Canterbury, 0844 856 4494 (TRADE)

**A4**, 2.0 TDI S LINE MULTITRONIC, 2008, abs brakes air conditioning alarm fitted alloy wheels central locking diesel electric windows front fog lights full service history half leather trim immobiliser metallic paint multi cd player multiple airbags power steering split folding rear seats sports seats traction control trip computer twin airbags remote central locking isofix child seat points remote audio controls adjustable steering column front armrest body coloured bumpers lumbar support rear armrest rear headrests 3x3 point rear seat belts heated door mirrors height adj drivers seat space saver spare wheel, black, 24363 miles, £18500, Ashford, 0844 826 5918 (TRADE)

**A4**, 1.9 TDI SE Multitronic, 2004, abs brakes air conditioning alloy wheels automatic transmission climate control diesel electric windows front fog lights immobiliser metallic paint multi cd player multiple airbags power steering trip computer front passenger air bag deactivation switch remote central locking isofix child seat points adjustable steering column rear armrest lumbar support 3x3 point rear seat belts heated door mirrors height adj drivers seat, grey, 53000 miles, £8500, Ashford, 0844 826 5918 (TRADE)

**A4**, FSI SE, 2005, black metallic, 41000 miles, £10000, Canterbury, 0844 856 4494 (TRADE)

**A4**, 2.0 TDI S LINE MULTITRONIC, 2008, abs brakes air conditioning alarm fitted alloy wheels central locking diesel electric windows front fog lights full service history half leather trim immobiliser metallic paint multi cd player multiple airbags power steering trip computer front passenger air bag deactivation switch remote central locking isofix child seat points adjustable steering column rear armrest lumbar support 3x3 point rear seat belts heated door mirrors height adj drivers seat, grey, 53000 miles, £8500, Ashford, 0844 826 5918 (TRADE)

**A4**, 1.9 TDI SE Multitronic, 2004, abs brakes air conditioning alloy wheels automatic transmission climate control diesel electric windows front fog lights immobiliser metallic paint multi cd player multiple airbags power steering trip computer front passenger air bag deactivation switch remote central locking isofix child seat points adjustable steering column rear armrest lumbar support 3x3 point rear seat belts heated door mirrors height adj drivers seat, grey, 53000 miles, £8500, Ashford, 0844 826 5918 (TRADE)

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Hobbs Parker Car Auctions LLP,Orbital Park,Ashford,TN24 0HB  
[www.hobbsparker.co.uk/cars](#)
01233 506266

**1 SERIES**, 3.0 330 CI SPORT, 2002, abs brakes air conditioning alloy wheels automatic transmission cd player electric windows front fog lights immobiliser metallic paint multiple airbags power steering, silver, 84102 miles, £6000, Canterbury, 0844 856 4494 (TRADE)

**1 SERIES**, 116 ES, 2007, abs brakes air conditioning alarm fitted alloy wheels cd player electric windows front fog lights half leather trim immobiliser metallic paint multi cd player multiple airbags power steering split folding rear seats sports seats traction control trip computer twin airbags remote central locking isofix child seat points remote audio controls, red- metallic, 22000 miles, £11000, Canterbury, 0844 856 4494 (TRADE)

**1 SERIES**, 116i M Sport, 2007, abs brakes air conditioning alarm fitted alloy wheels cd player drivers airbag electric windows front fog lights full service history immobiliser metallic paint multiple airbags power steering trip computer remote central locking remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, le mans blue, 19511 miles, £13000, Ramsgate, 0844 856 4496 (TRADE)

## BMW

**1 SERIES**, 120i M Sport, 2009, abs brakes air conditioning alarm fitted alloy wheels cd player drivers airbag electric windows front fog lights full service history immobiliser metallic paint power steering sports seats trip computer twin airbags remote central locking remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, le mans blue, 19511 miles, £13000, Ramsgate, 0844 856 4496 (TRADE)

**1 SERIES**, 120i M Sport, 2009, abs brakes air conditioning alarm fitted alloy wheels cd player drivers airbag electric windows front fog lights full service history immobiliser metallic paint power steering sports seats trip computer twin airbags remote central locking remote audio controls adjustable steering column body coloured bumpers height adj drivers seat, black sapphire, 11929 miles, £23000, Canterbury, 0844 856 4494 (TRADE)

**1 SERIES**, 120d SE Steptronic Auto, 2007, abs brakes air conditioning alloy wheels cd player central locking climate control diesel electric windows front fog lights immobiliser metallic paint mp3 player power fold mirrors power steering trip computer front passenger air bag deactivation switch remote central locking isofix child seat points remote audio controls, black, 36000 miles, £13500, Canterbury, 0844 856 4494 (TRADE)

**1 SERIES**, 120i M Sport, 2009, abs brakes air conditioning alarm fitted alloy wheels automatic transmission cd player drivers airbag electric windows front fog lights full service history immobiliser metallic paint multiple airbags power steering trip computer remote central locking remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, sparking graphite, 8156 miles, £14000, Ramsgate, 0844 856 4496 (TRADE)

**1 SERIES**, 116i SE, 2007, abs brakes air conditioning alarm fitted alloy wheels cd player drivers airbag electric windows front fog lights full service history immobiliser metallic paint multiple airbags power steering traction control trip computer remote central locking remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, Monaco blue, 26428 miles, £10000, Ramsgate, 0844 856 4496 (TRADE)

**1 SERIES**, 116i SE, 2007, abs brakes air conditioning alarm fitted alloy wheels cd player drivers airbag electric windows front fog lights full service history immobiliser metallic paint multiple airbags power steering traction control trip computer remote central locking remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, Monaco blue, 26428 miles, £10000, Ramsgate, 0844 856 4496 (TRADE)

**1 SERIES**, 116i SE, 2007, abs brakes air conditioning alarm fitted alloy wheels cd player drivers airbag electric windows front fog lights full service history immobiliser metallic paint multiple airbags power steering traction control trip computer remote central locking remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, Monaco blue, 26428 miles, £10000, Ramsgate, 0844 856 4496 (TRADE)

## CITROEN

**C2**, CODE, 2008, abs brakes air conditioning alarm fitted alloy wheels cd player central locking drivers airbag electric windows front fog lights full service history immobiliser metallic paint multi cd player power fold mirrors leather interior power steering split folding rear seats curtain airbags remote central locking auto headlights and wipers remote audio controls rear headrests height adj drivers seat, black, 29000 miles, £5000, Canterbury, 0844 856 4494 (TRADE)

**C2**, CODE, 2008, abs brakes air conditioning alarm fitted alloy wheels cd player central locking drivers airbag electric windows front fog lights full service history immobiliser metallic paint multi cd player power fold mirrors leather interior power steering split folding rear seats curtain airbags remote central locking auto headlights and wipers remote audio controls rear headrests height adj drivers seat, black, 29000 miles, £5000, Tunbridge Wells, 08448 759297 (TRADE)

**C2**, VTS, 2007, abs brakes air conditioning alloy wheels cd player central locking drivers airbag electric windows front fog lights immobiliser metallic paint multi cd player power steering single cd player split folding rear seats, 30000 miles, £5500, Canterbury, 0844 856 4494 (TRADE)

**C2**, 1.6, 2008, red, 50 miles, £12000, Canterbury, 0844 856 4494 (TRADE)

**C2**, SX, 2004, air conditioning central locking drivers airbag immobiliser multiple airbags power steering remote central locking, silver, 30000 miles, £4000, Canterbury, 0844 856 4494 (TRADE)

**C2**, Vibe, 2008, abs brakes alloy wheels power steering, silver, 10371 miles, £4600, Canterbury, 0844 856 4494 (TRADE)

**C2**, 16v, 2008, alarm fitted central locking drivers airbag, gold, 55 miles, £12500, Canterbury, 0844 856 4494 (TRADE)

**C2**, 1.6, 2008, red, 50 miles, £12000, Canterbury, 0844 856 4494 (TRADE)

**C2**, 1.6 HDI VTS, 2009, abs brakes air conditioning alloy wheels electric windows immobiliser metallic paint multiple airbags power steering front height adj drivers seat space saver spare wheel, black, 5000 miles, £3000, Canterbury, 0844 856 4494 (TRADE)

**C2**, Stop Start Sensodrive, 2008, abs brakes air conditioning drivers airbag electric windows immobiliser multiple airbags power steering single cd player remote central locking isofix child seat points, oriental blue, 11915 miles, £5000, Canterbury, 0844 856 4494 (TRADE)

**C2**, Stop Start Sensodrive, 2008, abs brakes air conditioning drivers airbag electric windows immobiliser multiple airbags power steering single cd player remote central locking isofix child seat points, oriental blue, 11915 miles, £5000, Canterbury, 0844 856 4494 (TRADE)

**BRAVO**, 1.4 TJet 150 Active, 2007, abs brakes air conditioning cd player central locking electric windows immobiliser metallic paint multiple airbags power steering trip computer front passenger air bag deactivation switch remote central locking isofix child seat points remote audio controls, black, 23562 miles, £6000, Canterbury, 0844 856 4494 (TRADE)

**BRAVO**, MULTIJET SPORT, 2010, abs brakes air conditioning alloy wheels bluetooth car kit cd player central locking diesel drivers airbag electric windows metallic paint leather interior power steering reverse parking aid tinted glass remote central locking, black, 3200 miles, £17000, Canterbury, 0844 856 4494 (TRADE)

**BRAVO**, DYNAMIC T-JET, 2007, abs brakes air conditioning cd player central locking power steering blue, 15185 miles, £6700, Canterbury, 0844 856 4494 (TRADE)

**BRAVO**, 1.9 Multijet Active, 2007, abs brakes air conditioning cd player central locking electric windows front fog lights immobiliser metallic paint multiple airbags power steering traction tonneau cover trip computer front passenger air bag deactivation switch remote central locking isofix child seat points remote audio controls adjustable steering column rear headrests 3x3 point rear seat belts height adj drivers seat space saver spare wheel, blue, 6000 miles, £9500, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, Style, 2007, sea grey, 23552 miles, £8000, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, Zetec Climate, 2007, abs brakes air conditioning alloy wheels drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering single cd player remote central locking, tonic blue, 20139 miles, £5000, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, NEW ZETEC 1.6 5DR, 2009, abs brakes air conditioning alloy wheels cd player drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering single cd player remote central locking, tonic blue, 20139 miles, £5000, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, NEW ZETEC 1.6 5DR, 2009, abs brakes air conditioning alloy wheels cd player drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering single cd player remote central locking, tonic blue, 20139 miles, £5000, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, NEW ZETEC 1.6 5DR, 2009, abs brakes air conditioning alloy wheels cd player drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering single cd player remote central locking, tonic blue, 20139 miles, £5000, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, NEW ZETEC 1.6 5DR, 2009, abs brakes air conditioning alloy wheels cd player drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering single cd player remote central locking, tonic blue, 20139 miles, £5000, Ashford, 0844 826 5918 (TRADE)

**BRAVO**, SX, 1996, central locking electric windows immobiliser, white, 85000 miles, £4000, Canterbury, 0844 856 4494 (TRADE)

**BRAVO**, 1.9, 2008, black, 55 miles, £13980, Canterbury, 0844 856 4494 (TRADE)

**BRAVO**, ACTIVE, 2007, abs brakes air conditioning alloy wheels drivers airbag electric windows power steering, digital grey, 1 1855 miles, £6000, Canterbury, 0844 856 4494 (TRADE)

## FORD

**FOCUS**, Style TDCI 110 PS, 2009, abs brakes diesel drivers airbag electric windows front fog lights immobiliser power steering single cd player remote central locking, blue, 34373 miles, £9000, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, Zetec, 2007, abs brakes air conditioning alloy wheels cd player central locking diesel electric windows front fog lights immobiliser sports seats trip computer isofix child seat points remote audio controls, non standard colour, 41749 miles, £7500, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, ZETEC TDCI 1.6 5DR, 2010, abs brakes air conditioning alloy wheels cd player diesel drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering single cd player split folding rear seats tinted glass curtain airbags remote central locking quickclear windscreen remote audio controls, tango red, 37400 miles, £8580, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, Zetec Climate, 2007, abs brakes air conditioning alloy wheels cd player central locking climate control drivers airbag electric windows immobiliser metallic paint single cd player, tango red, 9618 miles, £9000, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, TDCI, 2002, abs brakes alloy wheels cd player electric windows immobiliser metallic paint multiple airbags power steering single cd player, tango red, 9618 miles, £9000, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, Style, 2009, abs brakes air conditioning multiple airbags remote audio controls, grey, 45971 miles, £8500, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, LX, 2007, abs brakes air conditioning alarm fitted alloy wheels automatic transmission cd player multiple airbags power steering single cd player remote central locking remote audio controls, grey metallic, 15000 miles, £6500, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, LX, 2007, abs brakes air conditioning alarm fitted alloy wheels automatic transmission cd player multiple airbags power steering single cd player remote central locking remote audio controls, grey metallic, 15000 miles, £6500, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, LX, 2006, abs brakes air conditioning alarm fitted alloy wheels cd player electric windows front fog lights immobiliser metallic paint multiple airbags power steering trip computer remote central locking isofix child seat points remote audio controls, blue metallic, 59000 miles, £5000, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, ZETEC TDCI 1.6 5DR, 2009, abs brakes air conditioning alloy wheels cd player diesel drivers airbag electric windows front fog lights full service history immobiliser metallic paint multiple airbags power steering split folding rear seats tinted glass curtain airbags remote central locking quickclear windscreen remote audio controls body coloured bumpers 3x3 point rear seat belts heated door mirrors height adj drivers seat, sea grey, 34092 miles, £10000, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, 1.8 Zetec, 2009, abs brakes air conditioning alloy wheels cd player electric windows immobiliser metallic paint multiple airbags power steering trip computer front passenger air bag deactivation switch remote central locking isofix child seat points remote audio controls electric sunroof adjustable steering column 3x3 point rear seat belts height adj drivers seat space saver spare wheel, blue, 6000 miles, £9500, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, Style, 2007, sea grey, 23552 miles, £8000, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, Zetec Climate, 2007, abs brakes air conditioning alloy wheels drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering single cd player remote central locking, tonic blue, 20139 miles, £5000, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, NEW ZETEC 1.6 5DR, 2009, abs brakes air conditioning alloy wheels cd player drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering single cd player remote central locking, tonic blue, 20139 miles, £5000, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, NEW ZETEC 1.6 5DR, 2009, abs brakes air conditioning alloy wheels cd player drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering single cd player remote central locking, tonic blue, 20139 miles, £5000, Ashford, 0844 826 5918 (TRADE)

**FOCUS**, NEW ZETEC 1.6 5DR, 2009, abs brakes air conditioning alloy wheels cd player drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering single cd player remote central locking, tonic blue, 20139 miles, £5000, Ashford, 0844 826 5918 (TRADE)

## MINI

**COOPER**, 1.6 S, 2004, abs brakes alloy wheels cd player electric windows front fog lights immobiliser metallic paint multiple airbags power steering remote central locking, hyper blue, 34443 miles, £8000, Canterbury, 0844 856 4494 (TRADE)

**COOPER**, Hatchback, 2005, abs brakes air conditioning alarm fitted alloy wheels electric windows front fog lights full service history metallic paint power steering tinted glass trip computer panoramic sunroof remote central locking adjustable steering column height adj drivers seat, british racing green, 43036 miles, £8000, Ashford, 0844 826 5918 (TRADE)

**COOPER**, 1.6, 2009, abs brakes air conditioning alarm fitted alloy wheels cd player cruise control drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering traction control trip computer remote central locking isofix child seat points remote audio controls, silver metallic, 9000 miles, £11000, Ashford, 0844 826 5918 (TRADE)

**COOPER**, 1.6, 2002, abs brakes alloy wheels electric windows immobiliser power steering twin airbags remote central locking, dark silver, 58449 miles, £7000, Ashford, 0844 826 5918 (TRADE)

**COOPER**, S, 2007, abs brakes air conditioning alloy wheels cd player central locking drivers airbag electric windows front fog lights immobiliser power steering trip computer, red, 31000 miles, £12000, Ashford, 0844 826 5918 (TRADE)



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**INSIDE THIS WEEK**

LOOK out for some positive thinking in our Big Interview with troubleshooter Phil Beavan.

He reckons we are motoring away from the recession car crash faster than expected and Kent has a good business engine, but warns of a few obstacles on the road ahead while offering invaluable tips on preparing for evasive action.

**STEVE LOADER** BUSINESS EDITOR

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EMAIL: [steve.loader@kosmedia.co.uk](mailto:steve.loader@kosmedia.co.uk)**KEY PARTNERS****SUPPORTED BY**

# Kate expectations of Royal wedding boost

By **MARIJKE COX**[marijke.cox@kosmedia.co.uk](mailto:marijke.cox@kosmedia.co.uk)

KENT'S wedding industry is anticipating a major boost as couples rush to set a date to match the royal nuptials.

Florists, dressmakers, wedding planners and venues are welcoming the announcement that future king Prince William is set to marry long-term girlfriend Kate Middleton next year, with predictions it could even cause marital overload in the hospitality industry.

Victoria Wallace, MD of Leeds Castle, one of the county's leading venues, said she was positive about the effects the forthcoming royal wedding would have.

"Being a former royal residence for six medieval queens and a favourite palace of Henry VIII, the castle has strong ties to royalty," she said.

"We are expecting inquiries from hundreds of brides wishing to book their wedding for the same date as Prince William and Kate Middleton, all wanting a wedding in 'royal' surroundings."

She added: "Our historians are also investigating a link we believe exists between Michael Middleton, Kate's father, and the Fairfax family, who are former owners of Leeds Castle."

Hilary Simmons, partner of family-run business the Old Kent Barn at Swingfield, near Hawkinge, agreed it was likely that more people would decide to get married next year: "We're opening a new luxury barn, so we hope people will want a luxury wedding like the Royal couple."



**BRIDE OF KENT:** Old Kent Barn, above, and Leeds Castle (inset left) are among the businesses hoping for a wedding bonanza on the coat-tails of Prince William and Kate Middleton next year



"We have fairy lights lighting up our grounds and people can have a glittering wedding, like the Royal couple."

But it's not just venues expecting a rush. Bernadette Cummins, of the Bridal Studio, which supplies brides and grooms with dresses and suits, said she was expecting an increase in custom. "It's going to be fantastic for businesses," she said. Prince William and Kate Middleton are such a lovely couple and it's going to make

"It's a big possibility we could see more people wanting to book for a wedding next year."

people think how good it would be to get married the same year as them.

"I think it's going to be bigger than Charles and Diana's wedding. Couples will want to say they got married at the same time."

"Once the date is announced, people are going to want to get married on that day."

A leap in the number of people getting married was seen in 1981, the year of Prince Charles's wedding to Lady Diana Spencer.

Florist Sally Parks, who runs Flowers by SP in Broadstairs, said she hoped to see the same happen on 2011.

"I hope it will be good for business," she said.

"There's a lot of talk about the Royal wedding and I hope it will inspire people to get married."

## Phone firm dials into nearly a billion users

PHONE software provider Synchronica has grown its customer base to 60 mobile phone operators globally and extended its user market to nearly a billion people.

The milestone also marks an incredible rate of growth for the Tunbridge Wells-based firm, which has added 43 per cent more users since June.

The latest leap includes acquisition of a rival to Synchronica's highly successful Mobile Gateway, which allows even budget phones to use messaging and internet services and has enabled the firm to tap into the world's developing markets where mobile phones are outstripping often out-moded terrestrial systems.

Company CEO Carsten Brinkschulte – whose CV includes working for Apple – said: "In June we announced we had signed our 40th mobile operator customer. I'm thrilled that in less than five months we've been able to grow this to 60 and

been breaking into the fast-growing mobile market of India and expanding our leading position in Africa.

"The acquisition of iseemedia and our recent group-wide agreement with a pan-African operator group has propelled Synchronica to a leading position in the market of next-generation mobile messaging in emerging economies."

Other recent deals include two of the largest mobile operators in India; with over 670 million mobile phone users, India is the world's second largest mobile market.

According to new data, it connects approximately 10 million new users each month and is on course for a billion by 2015. The appeal to these



**Carsten Brinkschulte**

emerging markets is that Synchronica's flagship software, Mobile Gateway 5, enables operators to increase data traffic and subscriber loyalty through a range of mobile messaging services, yet doesn't eat up network capacity. It can use as little as 10 per cent of the bandwidth of established systems in the developed world.

It has also recently ventured into budget-price 'white label' versions of Western mobile devices compatible with price-sensitive users in developing markets.

Mr Brinkschulte told Business Week earlier this year that Mobile Gateway could work in the UK, but the established networks already had their own systems in place.

Apart from its Kent HQ, Synchronica also has development centres in Germany and the Philippines and offices in Canada, the USA, Hong Kong, Spain and Dubai.



# Comment

NOT FOR the first time, we have heard that not all that's green is good. Duncan Murray, the pragmatic Scot and MD of award-winning Ashford firm Directline Structures, says a lot of environmentally-friendly building features are simply 'eco-bling' (see story opposite).

Strong words, but wise ones.

Now I'm no Frank Lloyd Wright or Sir Norman Foster, but even I can see that a grassy green roof will interrupt a rain-water harvesting system in mid-flow and soon attract a scruffy crop of weeds and birds' nests.

And while I would just love to see someone manhandling a Flymo onto the roof of Knit-your-own-muesli Ltd and laying out some Wembley stripes, I know that 'Elf & Safety' will have something to say about it.

On the other hand, one would hope that these tougher times are creating an environment for visionaries like Mr Murray. I interviewed him the other week and he told me he had preached his brand of no-nonsense economical eco-construction for decades, but had failed to generate much interest until now.

Quite simply, he said, you can save money by building environmentally in the first place through husbanding the materials carefully and by designing and building something cohesive with practical 'green' features.

You then carry on saving because those eco-tricks are good for the ECOlogy and for your company's ECOlogy – 'eco-friendly' twice over, if you like.

And you definitely don't need the PR spin of a wind turbine on the roof. It's what any ambitious yet savvy Kent businesses would want to hear when a potentially expensive relocation is on the agenda.

But there is another side to this, too. I keep hearing how so many of these new age eco-buildings use the latest technology from Germany or 'eco-valve clacket sprockets' from the Scandinavian-based market leader.

So it strikes me that green could be good, or even gold, for some Kent firms looking to diversify into a potential boom industry, either at home or abroad.

BUSINESS EDITOR STEVE LOADER

## NatWest banks on community nominations

JUST a few days remain to vote for charities nominated to benefit from NatWest community funding.

The banking giant has created 380 nationwide funds of £5,000, with £3,000 from each awarded to the most popular good cause in the fund area and £1,000 each to the two runners-up. The contest was launched in

August as part of bank's customer charter and 33 charities have been nominated across NatWest branches in Kent and including Kent Air Ambulance, Demelza, Porchlight and St John Ambulance.

The public can make the final choices by voting through their local NatWest or by logging on to

natwest.com/communityfund.

The bank's regional director, Paul Wheeler, said: 'The Community Fund has really captured the imagination of the public and I have been overwhelmed by the response.'

Voting closes on Friday, November 26, and the results will be announced in December.

## Avoiding party pitfalls



THE firm's Christmas party can be both the highlight and lowlight of the year for staff and employers alike, **writes Steve Loader.**

A heady combination of alcohol and a relaxed atmosphere can fuel festive fun fraught with legal pitfalls, says a leading commercial law firm. And business owners and managers need to be aware of their legal responsibilities before the party starts, according to Dartford-based Vizards Wyeth.

"We have not had a year go by when we have not received a call for advice after an incident at a Christmas party," said practice partner and employment team head Simon Warley.

"Problems can range from drunken antics to fighting, drink driving and allegations of sexual harassment and assault hiding under the guise of kissing under the mistletoe.

"Employers need to be aware of their legal position if complaints arise and respond quickly."

And he also advised that now was a good time to remind employees of the standard of behaviour expected and that disciplinary action may be taken if they step out of line. The law views office parties as an extension of the normal work environment, irrespective of whether held at a separate venue and/or outside working

hours. Therefore the duty of care towards employees continues and bosses may be held liable for the actions of their staff.

Comments by employees that are intended in humour, but perceived by another staff member to be offensive, could make the employer liable for an allegation of harassment unless the firm can demonstrate that all reasonably practicable steps were taken to prevent harassment.

There are also things employers must do to mitigate the risk of failing in their duty of care: have equal opportunities and anti-bullying and harassment policies in place; limit the 'free bar' and amount of alcohol provided; and provide cabs for employees or at least distribute taxi telephone numbers if the firm's budget won't stretch.

### Flexible

Companies which invite partners, must ensure they don't limit invitations to husbands, wives, boyfriends and girlfriends, but extend it to partners of any sex to avoid allegations of discrimination on grounds of sexual orientation.

They must also consider how flexible they wish to be with employees coming into work the day after the party with a hangover or arriving late, and make sure employees know that position.

Most important is the safety of staff who drive or operate machinery and may still have alcohol in their system. Firms may want to consider a later start time for the day after the night before.

Employees tempted to use the party to take illegal substances, need reminding that they are committing a criminal offence; the employer could fall foul of the Misuse of Drugs Act 1971 if aware that illegal drugs are being used or distributed on company premises.

And the bottom line? Remember to unplug the photocopier.



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Lord Howard delivers the opening speech at Archant KOS Media's inaugural Business Week Live show



■ **TESCO** has submitted three outline planning applications to Swale council as part of a radical redevelopment of Sittingbourne town centre.

The scheme proposes a Tesco Extra superstore on the town's former industrial park, a compact Tesco Metro outlet for the Forum shopping centre, plus new homes, a bridge for pedestrians and cyclists, more upgrades to the Forum, a cinema, a hotel, a multi-storey car park, new shops and office space, and redevelopment of public space. Tesco, which claims 500 jobs will be created locally, has worked with council planners and residents on the scheme since 2005 and is confident of getting the go-ahead by summer 2011.

■ **EUROTUNNEL** and its passenger train customer Eurostar has spent 1.3 million euros on two further German-built Krupp rescue locomotives. They join a fleet of five and increase Tunnel safety cover beyond agreed specifications and ahead of increased traffic expected from the 2012 London Olympics. The Krupp locos enable Eurotunnel to tow any high-speed train to the Ashford International or Calais Frethun stations, round the clock, 365 days a year.

■ **BELVOIR** Lettings of Victoria Street in Rochester has launched a free iPhone app aimed at time-poor tenants and landlords. The software works out the user's location, shows available properties and allows the user to view where the property is on a map. The application can also supply photos of the properties and a description.

A Belvoir spokesman said: "We often hear people complaining that they just don't have time to look for a property, which is why this app is so great. It allows tenants to look at properties on the move and act fast if they see something they like."

The company's development arrives after new research showing the UK's iPhone user population could reach 6.4 million by the end of this year.

■ **GILLINGHAM-based builder Lee Lawrence of Lawrence Construction South East** has four nominations in the 10th Master Builder of the Year Awards.

The Federation of Master Builders (FMB) – the UK's largest building trade association – asked homeowners in its Southern counties region to name candidates for the best builder in Britain.

An FMB spokesman said: "It is far easier to complain than praise, so it's fantastic that four of Lee's customers have gone out of their way to nominate him. This also reflects the outstanding work delivered by the majority of builders in the region."

Mr Lawrence now waits to hear whether he can be a regional winner and progress to the national awards, to be presented by TV property guru Phil Spencer in London.

The Master Builder of the Year will drive away in a new Nissan light commercial vehicle of his choice, while the customer who nominated the winner can pack their bags for a £3,000 holiday.

■ **PLUMBING Trade Supplies** in Aylesford is celebrating its second anniversary and two years of dedication to renewable energy.

Branch manager Paul Johnson said: "We continue to be busy as interest in renewable energy products grows."

PTS Aylesford has worked with schools, donating £1,000 to Northborough Primary to help in its efforts to go green, following a colouring and design competition.

## Pioneering web firm triumphs again



GFORCES – claimed to be the UK's leading automotive web management firm – has triumphed again in the prestigious annual Car Dealer Magazine Awards.

The awards recognise automotive web pioneers and this year voted the Hills Ford and Thame Service Station Group as Franchised Dealer Website of the Year and Independent Dealer Website of the Year respectively. Both were designed and built by experts at Bearsted-based GForces.

Judges complimented their good, clean, unfussy presentation, ease of navigation and clear layout, with particular praise given for effective integration of social networking sites.

Car Dealer's editor, James Baggott, said:

"With over 80 per cent now starting their research for a new car online, the internet has never been more important to the motor trade."

"These award-winning, feature-rich websites enable customers to examine potential purchases at their own convenience in the comfort of their own homes. GForces is leading the way in helping dealers make the most of the fast-growing online opportunity."

GForces works with more of the UK's leading car dealers than any rival and recently announced expansion of its 100-strong team at Caring Lane by taking on 50 new recruits over the next year, with 20 training placements going to undergraduates studying in Kent and the South East.

## Cut out the greenwash

BEWARE 'eco-bling' was the warning from a seminar organised to separate fact from fiction in sustainable construction.

Token wind turbines, high-maintenance 'living' roofs, smelly bio-mass boilers and costly ground-source heating systems may be wrong for new building projects, according to Duncan Murray, MD of designer and builder Directline Structures in Ashford.

"There is much confusion about the claims made about what makes an energy-efficient, eco-friendly building design that provides value for money," said Mr Murray. "A lot of bogus claims are made about 'green' design features and we wanted to cut through the greenwash and eco-bling – useless gimmicks used by supermarkets, for example, when they stick a windmill on the roof and claim to be caring for the environment."

By **STEVE LOADER**

[steve.loader@kosmedia.co.uk](mailto:steve.loader@kosmedia.co.uk)

The seminar was held at Directline's Ashford Orbital Park HQ, for which the firm scooped two awards.

Mr Murray said: "We are increasingly concerned that some planning departments are looking to introduce stipulations to use supposedly sustainable features without considering the genuine benefits. Their intentions are good, and they are right to insist on better design, but may be misguided. Adding features gains points against a target system known as BREEAM. For example, they would encourage a green roof on our office even though it would add £60,000 to the cost and reduce the effectiveness of the rainwater harvester. Again, ecobling is contrary to good sustainable design."

"The seminar was a success and we will be

organising more in the new year," added Mr Murray, who red-carded these measures:

- Green (living) roofs – expensive and complicated to install and maintain. Weight means building frame and foundations need strengthening, adding to costs.
- Biomass boilers – not terribly efficient, need a huge silo to store wood chips or other fuel and don't always work well. Some biomass installations are being switched off in favour of conventional gas units.
- Solar panels – not suitable for everyone, maintenance costs can be an unknown and they might never pay for themselves.
- Wind turbines – prevailing winds are not always taken into account and the technology needs more development. Big wind farms are a different matter.
- Ground source heating – again, the real cost is higher than advertised and depends on the ground.

## Personal injury website

LAW firm Whitehead Monckton has launched a standalone website dedicated to personal injury claims.

The website – [www.kentcompensation.com](http://www.kentcompensation.com) – offers information about types of personal injury claims and a guide to the amount of compensation that may be obtained.

Matthew Woodhams, head of personal injury at the Maidstone and Tenterden-based practice, said: "Our standalone personal injury website guides clients through the types of injuries they may be able to claim for, as well as being able to submit their claim online."

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**TAKING A BREAK:** From left – Vertex Law volunteers Jo Owen, Janine Filmer, Hazel Dermody and Caroline Young

## Law firm's act of charity

CHILDREN in a residential home near Ashford now have an activity room to relax in – after a lot of activity by staff from Vertex Law.

A team from the legal practice at Kings Hill, near West Malling, spent part of their weekend refurbishing a room at Hornbeam House in Smeeth, run by the Caldecott Foundation, a charity which cares for vulnerable children.

Led by Vertex Law's marketing manager Hazel Dermody, the team consisted of Janine Filmer, Jo Owen and her mother Jane, Katie Jones and Caroline Young, as well as Hazel's fiancé Neil Pettitt and his parents, Kay and David.

"It was a great team and we worked really hard to convert the room in just one day," said Hazel.

"We even had the help of one of the

children and are so pleased we have been able to make a difference to the children and hope they will use the room and enjoy it.

"It was a pleasure to help and we hope to be able to do more for the Caldecott Foundation in future."

Vertex Law funded the work on the activity room and the staff volunteered their time.

The Caldecott Foundation cares for the most vulnerable children in the UK who have suffered cruelty and neglect and provides a full range of care services including assessment, 52 and 38-week residential care, education, therapy and fostering.

Vertex will be supporting the charity until after its centenary anniversary in October, 2011, and had already raised more than £750 for the charity from a sponsored walk.

# Troubleshooter figures we're in good shape

Our own Business Week Live show at the County showground in Detling last week delivered a programme of guest speakers designed to provide a toolbox of ideas, options and solutions to delegates.

One of the best received was Phil Beavan, who addressed the topic 'Readying investment – how to catch your dragon'.

A portfolio director from the Kent and Medway Innovation and Growth team, he has had a good view of the economic ups and downs but, as business editor **STEVE LOADER** discovered, the buoyant Mr Beavan does not dwell on the downs for long ...



**PHIL BEAVAN**

**F**IRST the good news. Kent businesses are in good shape according Phil Beavan, an accountant and troubleshooter with the Government-backed Kent and Medway Innovation and Growth team, who is well placed to judge after advising many firms on how to move on and upwards and secure financial backing.

The bad news is that no-one can predict where we go from here: "Fact is, we have had a V-shaped recession," he said. "We are coming out of it faster than anyone expected and compared with previous instances."

"Companies have healthy order books, they have burned off their fat and made their efficiencies and the banks would normally be standing by to help them kick on, but there has been a fundamental change in the banking sector."

"After the problems of the last few years they have to hold much larger reserves and choose loan strategy more carefully."

This contrasted sharply with a few years ago, he added, when the likes of the Icelandic banks and Bank of Scotland would offer "stupid deals", driving even established players to be reckless for fear of losing market share.

## THE BIG INTERVIEW

Maidstone-based Phil, 36, said: "Banks have to take a longer view now, but there is still a 'chasm of understanding' – as someone called it recently – about why they are more careful and will use devices like factoring and invoice discounting."

And he added that while businesses moaned about 'tight-fisted banks' they often did not help themselves when pitching for cash: "You'd be amazed how many firms cannot show me a decent set of management accounts. Not only does that prevent me stress-testing their business for them, but also hinders raising finance when it is so much harder to come by."

"Many financial directors hide behind the

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# BUSINESS WEEK

title when they should spend at least 20 to 25 per cent of their time helping to manage and drive the company.

"The most frustrating FD I ever encountered presented an impressive set of books plotting exactly how the company had been failing and would fail and I had to say, 'So what the hell have you been doing about it then?'"

**H**OWEVER, he admitted that the big buzz from his job was in identifying and executing possible turnarounds: "Though it can be a very frightening time for them, taking a company from where it was to where it should be."

Finance was often the key and an area of his expertise, since he recognises that not all banks are the same. He spends 85 per cent of his time with client companies – usually 12 to 15 at any one time – and the rest on liaising with the money men and understanding their different loan criteria.

"There is, for instance, a major bank I would not approach to raise money for a property venture," said Phil. "It was advised to reduce its exposure in that arena in order to maintain its credit rating, but others might be worth an approach there."

"It can also come down to what expertise a bank has in a particular sector – they are just being sensible."

"But that's where we come in, with our understanding of what will appeal to banks, and talking early about what finance will be needed."

"Coming to them and saying, 'I have a payroll due at the end of the month and could use some help' doesn't fill them with confidence about the management or the company's viability."

And well-run firms tended to be alert, for instance, to forecasts that interest rates are almost certain to rise, and to coping with VAT increasing to 20 per cent next year.

He added that Sir Richard Branson was known to hold regular 'What if?' meetings with managers to envisage nightmare scenarios for his Virgin empire and plan strategy accordingly.

Nevertheless, even the best firms can fall foul of the caution that now has a grip on the banking sector and Phil has firms on his books that are on a high and sustainable growth trend, yet still struggling to raise bank backing.

It is not helped by general economic unease, enhanced this week by the perilous position of Ireland – one of the UK's best trading partners.

He was also worried about an "unrealistic" housing sector, where low interest rates had enabled people to stay on in their homes and hope that any lost equity would come back later, but the spectres of inflation and higher interest rates were lurking.

He also reeled off a list of major changes in the global environment: apart from the banks' mindset, there was



**HANDY:** Phil Beavan was a popular speaker at Archant KOS Media's Business Week Live show at Detling

also the rise of China and its effect on world trade; high commodity prices; and a weak dollar skewing the oil market. "And I keep hearing business people say, 'It's all about surviving'. It's not. People set-up companies to make money, for lifestyle and family and maybe to sell it. If it's about survival, then go and get a job."

**B**UT Phil never dwells on negatives for long: "British business is tenacious and I admire Kent business enormously. I'm not convinced about the argument that we should be exporting though."

"Fact is, Kent is seen [by Government] as too wealthy and too close to London, so we won't be getting much business funding and need to think 'Kent PLC' and about exporting to the rest of the UK where they will be getting money to fuel growth."

Talking of funding, he then admitted that Innovation and Growth's own backing might look in jeopardy with the demise of the South East England Development Agency (Seeda) next April as part of the coalition's cuts, but believes his organisation's own 'financials' and team of experienced business professionals could point to a healthy return and would justify retention.

However, he warned that the era of free government business support may be about to end. In his spare time, Phil loves watching rugby and often takes his two young sons to Guinness Premiership games. Though born in Northampton, he grew up as a Leicester Tigers fan: "It was just a train ride to Leicester – I needed to catch three buses to watch Northampton Saints."

He has also become a keen scuba diver but admits he is a 'warm water softie', preferring not to dive the much colder and gloomier waters around the UK.

## PHIL BEAVAN'S CV

- 1993 – joined KF Chartered Accountants in his native Northampton
- 1999 – established KF's business consultancy division – "That's where I was blooded in the high growth and insolvency sector"
- 2003 – became an equity partner
- 2009 – joins Innovation and Growth Kent and Medway as a portfolio director

online: [www.businessforkent.co.uk](http://www.businessforkent.co.uk)

## PHIL'S TOP TIPS

• A university course might not be the best career path – "A friend of mine left university with a degree in zoology and ended up working in the women's department at Debenhams. I gave university a year before deciding that a vocational route was best for me."

• If in doubt, count it out – "If you are unsure about a start point for a career, get some accountancy experience. If you can understand a set of 'financials' then you have a good foundation for any kind of career or business role."

• Understand what banks want – "You need to give them chapter and verse on the financials... and don't leave it too late."

• VHS v Betamax? – "We all heard that Betamax was better quality, but which hit the market harder and sold better? You can have the best product, but you have to back it with marketing, customer service and efficiency."



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# BUSINESS WEEK SPOTLIGHT

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**CHEERS:** Belgian guest Charles Peeters savours a pint of Spitfire with Kate Neame at the Shepherd Neame visitor centre, Faversham

## Belgians know their beer

BELGIUM is famous for beer, so it was hardly surprising that 29 Belgian tour guides wanted to check out the competition during a five-day visit to Kent.

The guides, who regularly bring Belgian parties to the county, called at the Shepherd Neame brewery in Faversham as part of a tour also including Canterbury Cathedral; Rochester Cathedral; Chatham Historic Dockyard; Lullingstone Castle; Lullingstone Roman Villa; Charles Darwin's former home Down House; Finchcocks Musical Museum in Goudhurst; and Dover Castle.

Their visit was organised by Visit Kent, whose marketing manager Lynnette Clark said: "The Belgian market is important to us and we are looking forward to welcoming more visitors from Belgium. Good, well-informed tour guides make a huge difference to the visitor experience."

"We work very closely with the Belgian tour guides' association and we wanted to make that sure they are aware of new developments at the destinations their parties really enjoy, and introduce them to attractions which they may have been less familiar with."

# The height of ambition

TWO Kent airports have lifted their profile at a time of increased competition for both business and consumer traffic and ahead of the 2012 London Olympics.

Biggin Hill has just won the industry's premier accolade in its field, the Best Business Aviation Airport, at a nationwide annual awards contest, while Thanet's Manston Airport has upgraded its terminal and facilities.

Biggin Hill's director, Peter Lonergan, received the west Kent site's award at a gala dinner in London.

A spokesman said: "The judges were impressed with the achievements at Biggin Hill in attracting new top-flight businesses to establish facilities at the airport and the potential for growth that they bring."

"Also impressive over the past year has been the leadership and determination shown by airport management in planning and preparing for the 2012 Olympics, including the heliport plan at Ebbsfleet that will enable the rapid transfer of passengers to and from the Olympic Park."

New companies with international operations recently established at Biggin Hill include Rizonjet, PremiAir and Global Flight Solutions, complementing the long-standing



**AWARD:** Biggin Hill Airport's Peter Lonergan (left) and Robert Walters

role at Biggin Hill of Jet Aviation.

The airport's business development manager, Robert Walters, said clinching the award for was a massive boost.

"This demonstrates the effectiveness and dedication of our fantastic team, led by airport director Peter Lonergan. It provides the spur for us to take this famous airport into a new era of development and opportunity."

"Recognition from within the industry carries a special significance."



**TOP FLIGHT:** Charles Buchanan with new Manston Airport sign

At the other end of the county, Manston has enhanced its appeal for the winter season and chief executive Charles Buchanan said: "Manston now has first-class amenities, which allow us to develop the services we provide to passengers and visitors."

"We now have an ATM and free wi-fi is available in the terminal – not just for passengers, but also for people using the café or meeting passengers."

"In addition, the terminal signs are being replaced with our branding and the building has been painted white."

"The facelift makes the airport look fresher, modern and more attractive."

The upgrade follows good news last week, when airline Flybe confirmed that low-cost services to Manchester and Edinburgh would continue in 2011, allowing local people to book flights from now right through to September, next year.

**NEXT WEEK:** Business Week Spotlight will focus on the finance and legal sectors

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## Timeline

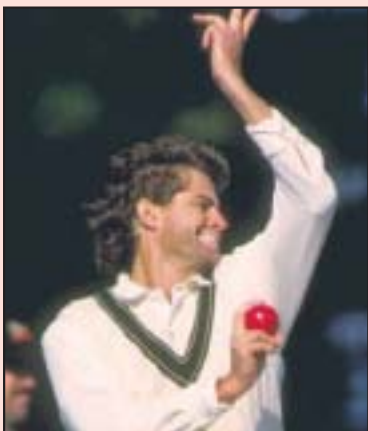
KOS Media sport takes a look at the highlights of all the sporting action from the last 50 years

**1960** **50 YEARS AGO:** A YEAR after they courted controversy by leaving both Gillingham and Folkestone off the fixture list for 1960, Kent announced that both the Garrison Ground and Cheriton Road would stage matches during the 1961 campaign.

Both towns cried foul when they were overlooked by the county, but the Garrison was awarded Kent's opening fixture with Somerset, while Cheriton Road was handed a July date with Lancashire.

Gravesend, Tunbridge Wells, Blackheath, The Mote and Dover were also given games, with St Lawrence hosting just three fixtures.

In rugby Sevenoaks beat Reading 19-6 while Tonbridge beat Old Elthamians 19-0.



**TARGET:** Kent wanted Aussie paceman Terry Alderman to return to St Lawrence

**1985** **25 YEARS AGO:** KENT were hoping to persuade Terry Alderman to return to St Lawrence after seven years without a trophy.

Chairman John Pocock said the club were "actively considering" a move for the Australian pace bowler.

"We are looking for a fast bowler who can get us between 70-80 wickets in the championship in a season," Pocock said. "Preferably Kent born or bred, from outside Kent but England qualified, or from overseas, and in that order."

Alderman last played for Kent in the 1984 season as an emergency replacement for Graham Dilley, who was injured, and Eldine Baptiste who was on Test duty.

Kent were also fined £6,000 by the Test and County Cricket Board (TCCB) for failing to bowl at the scandalously slow average of 18.5 overs per hour in the championship that summer.

Tonbridge Angels' five-game unbeaten run came to an end when they lost 2-0 to Dover Athletic at Longmead.

**2000** **10 YEARS AGO:** GILLINGHAM went down to their fourth defeat in five games, losing 3-1 at West Brom.

The Gills fell behind after just 89 seconds to Lee Hughes, who went to score his first ever hat-trick as a professional.

Kent chief executive Paul Millman was forced to defend the county after a significant hike in membership rates.

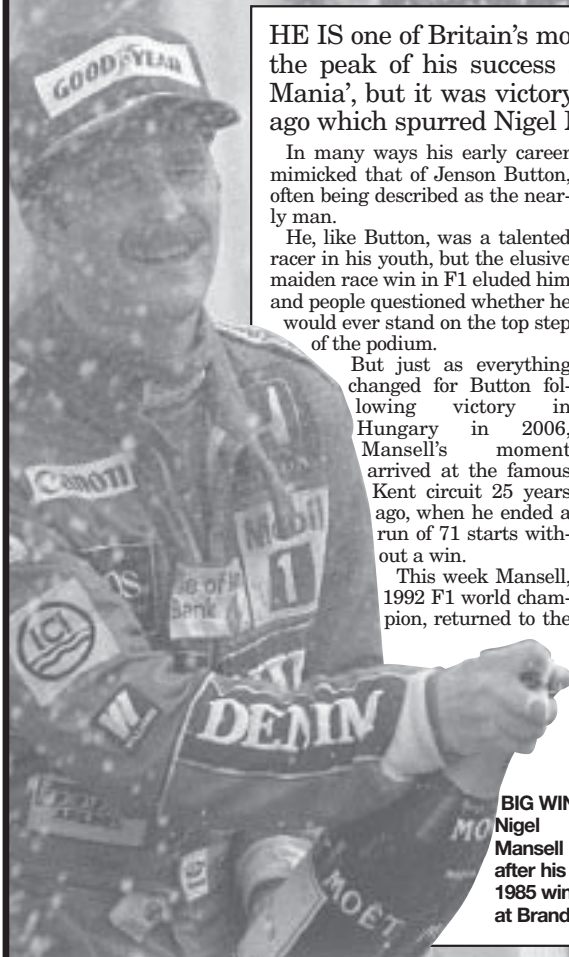
The county received £1.22 million from the TCCB but were still poised to suffer a six-figure loss on the season.

Membership rates were due to rise by up to 50 per cent and Millman said: "The increases are regrettable, but necessary in the present financial circumstances."

"The ever-present challenge of balancing revenue and expenditure has led to a complete review of Kent's commercial department."

# Brands revisited

**TOM HOWARD** meets Nigel Mansell to reminisce about the day at Brands Hatch 25 years ago which began the road to Formula One World Championship glory



HE IS one of Britain's most celebrated drivers and at the peak of his success sparked scenes of 'Mansell Mania', but it was victory at Brands Hatch 25 years ago which spurred Nigel Mansell to greatness.

In many ways his early career mimicked that of Jenson Button, often being described as the nearly man.

He, like Button, was a talented racer in his youth, but the elusive maiden race win in F1 eluded him and people questioned whether he would ever stand on the top step of the podium.

But just as everything changed for Button following victory in Hungary in 2006, Mansell's moment arrived at the famous Kent circuit 25 years ago, when he ended a run of 71 starts without a win.

This week Mansell, 1992 F1 world champion, returned to the

scene of his European Grand Prix win in 1985 to start the 38th Beaulouis Run, where competitors solve challenges on their way to next week's finish in Burgundy.

Even though the victory was a quarter of a century ago, he fondly remembers the day when his career took off.

Mansell said: "I've got some happy memories at Brands Hatch. The circuit is special and has its own place on the world motorsport calendar."

"The win was pivotal and it was extremely important in my career, and to do it at your home Grand Prix was unbelievable."

"The overriding feeling when I crossed the finish line was just one of joy as it got the monkey off my back, and then a week later I won again in South Africa and that was where it all started."

Turning back the clock 25 years to the start of the 1985 season, the sport was in a vastly different shape compared to today.

The 1980s has often been labelled as a golden era for the series, with Ayrton Senna, Alain Prost, Nelson Piquet and Keke Rosberg all becoming champions.

When the championship arrived in Kent that October, the title was in Prost's grasp, but it would prove to be Mansell's day, in front of



**FRENCH TRIP:** Nigel Mansell with Brands Hatch owner Jonathan Palmer and John Surtees (in car). The trio were at the circuit for the launch of this year's Beaulouis Run

more than 100,000 ecstatic fans.

The Englishman qualified in third but lost ground after a mistake at Druids. His challenge was reignited on the sixth lap when Rosberg spun at Surtees and was hit by Piquet. Mansell sneaked into second and set his sights on Senna.

He passed the legendary Brazilian at Paddock Hill bend and once he was in the lead he was uncatchable and took the chequered flag in an emotional victory on home soil.

The win opened the floodgates and was the first of 29 F1 wins, nine of which came during his triumphant 1992 season.

Mansell is still racing today and he grabbed the headlines only in June, when he suffered a nasty accident at the Le Mans 24 Hours sports car race.

**BIG WIN:** Nigel Mansell after his 1985 win at Brands

## Overseas ace OJ aiming to shoot Crusaders up league

AFTER getting over the initial shock of an English winter compared to his native Virginia, OJ Reed is settling in to his role as Medway Park Crusaders' overseas player.

Visa problems held up the American's introduction to European basketball, but last weekend the college graduate showed why the Division Two club were prepared to wait.

The 6ft 6ins forward enjoyed a near-perfect game, hitting every shot inside the three-point arc to contribute 30 points as the Hemel Storm were beaten 80-72. It was the Kent side's fourth victory in five league games, taking them level on points with the leaders.

While admitting the English game is not quite what he expected, Reed is thoroughly enjoying his full-time role, which includes coaching in the Crusaders' academy in Canterbury.

He said: "As a kid you always dream of the NBA, but the reality is very slim. This is an opportunity for me to play as a professional, and for me to have that with my name is a great honour."

"I thought there would be 500 fans in the stands shouting every game, but it's not quite like that. The level of play isn't as high as I thought it would be, but it's an opportunity for me to make the most of it and lead the team to success."

With just one non-European permitted in squads, head coach James Vear is pleased the decision to sign Reed is paying off.

He said: "We get a lot of guys each year asking to come and play. It's a matter of watch-



**BORN IN THE USA:** OJ Reed is enjoying his spell with the Medway Crusaders

ing hundreds of DVDs and looking at who will fit in best. OJ's not only a great player, but a great guy as well. He creates so many problems for other teams because he's tall but handles the ball like a guard."

The Crusaders host Tees Valley Mohawks on Sunday. Tip-off at Medway Park is at 2pm.

## Hall of fame for a volley good effort

AN INFLUENTIAL figure in English volleyball has been honoured by having a new facility named after him at the sport's national headquarters.

The Don Anthony Hall of Fame was officially opened at the National Volleyball Centre in Kettering with the first intake of prominent players, coaches and officials last weekend.

Anthony, who lives in Sidcup, has spent his life promoting the sport and founded the Amateur Volleyball Association of Great Britain and Ireland in 1955.

A photograph of the octogenarian (pictured) hangs over the entrance to the hall of fame, in recognition of his 60 years' loyal service.

Unfortunately due to ill health Anthony was unable to attend the ceremony, but Richard Callicott, president of Volleyball England, summed up his contribution.

He said: "I am delighted Don is pleased and that he feels honoured. Of course I understand that he was unable to be there, but be assured we made sure his presence was felt."

"We at Volleyball England do treasure him and he is greatly respected and loved within the volleyball community."





MONEY has never talked more loudly in regional rugby, but while the majority of Kent clubs still operate strictly as amateurs, the sport is stepping ever closer to a new era of semi-professionalism.

While several sides have made no secret of their desire to move quickly up through the divisions, others are placing a greater focus on maintaining their management model above any promotion wishes.

Cranbrook, having made the step up to London 3 South East this season, are holding to the same principles which served them so well in the county league.

President Mike McMinnies welcomed their recent success but insisted nothing would persuade the club to change its ethos in a quest for further silverware.

"We want to play at a level where we're capable of competing," he said. "If other clubs have got sugar-daddies prepared to pay huge sums of money, what's going to happen when the bloke gets fed-up? That's been the case at one or two clubs."

### Ambition

"Once you start paying players, it doesn't encourage people coming up through the minis and juniors. You can only do it if you've got a sugar-daddy or a fantastic number of companies prepared to pay for having hoardings around your pitch."

Five Kent clubs ply their trade in London 1 South, a division which has been considerably strengthened this season by the introduction of powerful sides from the leagues immediately above and beneath it.

Tonbridge Juddians, setting the early pace, are hunting a third consecutive promotion as they bid to bring National League rugby to the market town.

# Pay the way forward?

**Sports reporter STEVE TERVET** asks whether Kent's top rugby clubs will ever be able to attain National League status by adhering to the values that have served them so well in the county game, or whether they must adopt a semi-professional approach and pay players if they are to progress

**AMATEUR v SEMI PRO:** Dover (left) and Tonbridge Juddians are two clubs with very different outlooks in this season's London 1 South

Jon Maidman, TJs chairman, said: "Some clubs are acutely aware they've got to have a fantastic infrastructure in place, whereas others are content to stay in the league they're in."

"My personal view is that a lack of ambition is a dangerous thing and we're constantly striving to do the best we can with the resources which are available."

"To say our league is becoming more semi-professional would probably not be

unfair. While we're aware we need to up our game, we're still tied to the amateur ethos and everyone at the club has jobs."

Last season's London 1 South runners-up, Dover, are in danger of being left behind this term as they battle to keep up with sides who have invested to bolster their promotion chances.

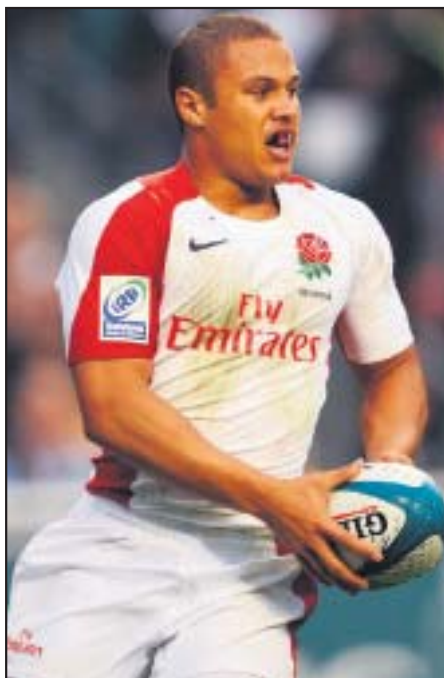
The Sharks' meteoric rise through the divisions was achieved with a team full of local players, but chairman Richard Catt admits

something may need to change if they are to progress any further.

He said: "At the end of the season we'll have spent three seasons in London 1 and it would be remiss not to discuss all the possibilities."

"At the moment, though, we have neither the plans nor the finance to change the way we do things. We understand several clubs are paying players, but ask them directly and they'll say no."

Picture: GETTY IMAGES



**PICK:** England's Dan Caprice will represent England in rugby sevens at the World Series event in Dubai

## Caprice hopes to spur England on

ENGLAND wing Dan Caprice is targeting the top prize in rugby sevens after being called up to represent his country in the forthcoming World Series.

The 21-year-old, who narrowly missed out on a bronze medal at the Commonwealth Games in India last month, is aiming to be part of the first England squad to win the event since its inception in 1999.

Caprice, from Chatham, is one of 11 players retained in the squad, which features only a single change from the Games. He believes the selection policy will give the side a distinct advantage.

"We're one of the only teams to keep the same squad, which will help," he said. "The likes of New Zealand and Australia have changed a lot of faces so we'll have a bit more of a tight unit compared to them."

"The guys at the RFU did some research, they looked at the teams who've won the World Series for the last few years and it's

been the teams with the most caps and the least number of players. If you keep the same squad and learn players' traits, you can only improve."

A former Sevenoaks schoolboy, Caprice is now a full-time sevens player and his focus is now the first World Series event in Dubai, which begins on December 3.

England finished fifth in last season's competition but Caprice, who played in six of the eight events, insists their thorough preparation will allow them to hit the ground running this term.

He said: "We should be in a better place than this time last year because we went to Dubai and had to run all the moves and it was such a rush to get ready."

"Personally, I think we need to move the ball earlier because we didn't play to our strengths at the Commonwealth Games."

"We knew the game plan but we didn't always implement it."



**PING PONG WIZARD:**  
Lewis Gray

## Scheme to back top young talent

MORE than 100 of the county's promising sports stars of the future will learn from the best at a project launched this weekend.

The Backing Talent in Kent scheme follows on from the success of similar events in other parts of the country.

It is aimed at giving the next generation of athletes a chance to speak to established international sports stars.

Double Olympic champion Dame Kelly Holmes is leading Sunday's event through her charity, the DKH Legacy Trust.

The mentors also include Pippa Wilson, who won a sailing gold medal in Beijing, six-time world kayak champion Anna Hemmings and swimmer Adam Whitehead, who won European and Commonwealth titles.

Adaptive rower Kelsie Gibson from Maidstone, and Tunbridge Wells' rising table tennis star Lewis Gray will be among the 110 young Kent talents on hand at University of Kent's Canterbury campus to benefit from the experience.



**OAR-INSPIRING:**  
Adaptive rower  
Kelsie Gibson

Picture: ADY KERRY



**HIGH POINT:** Claire Aitken finished joint 23rd in India

## Top tour finish for Aitken

A CAREER-best finish on the Ladies European Tour (LET) was bittersweet for Claire Aitken in India last weekend.

The 24-year-old birdied two of the last five holes to claim a share of 23rd position at the Hero Honda Women's Indian Open. It was Aitken's highest finish in two seasons on the LET, surpassing joint 28th places earned in Portugal and Korea.

The finish was worth just over £2,200 in prize money, also the Gravesend golfer's best as a profes-

sional, but it was not enough to avoid the first stage of qualifying school later this month.

To get an exemption through to the final stage Aitken needed to be ranked inside the top-120 on the LET's money list. Last weekend's strong finish saw her climb three places, but only to 121st, an agonising £130 shy over the whole season.

It means Aitken will take her place alongside 170 other players, including Maidstone's Dani Masters, in pre-qualifying at the La Manga resort in southern

Spain from November 29.

The top players will then progress to final qualifying next month, with the top-30 earning full cards for next season.

Although the event is notoriously difficult, Aitken has come through qualifying two years in a row.

She will also travel with greater confidence after an improved year which has seen her make almost three times as many cuts and earn more than twice as much prize money compared to her debut season in 2009.



## Caps record for England ace Charlotte



**WORLD RECORD:** Charlotte Edwards has 142 One-Day International caps  
Picture: ADY KERRY

KENT and England captain Charlotte Edwards is now the world's most capped women's One-Day International cricketer after representing her country for the 142nd time this week.

The 30-year-old, who made her England debut back in 1996, reached the milestone against Sri Lanka in Colombo on Wednesday, taking her best one-day bowling figures of 4 for 30 in the process.

Having taken over as national skipper in 2005, Edwards has led her country a record 67 times and she captained the side which won the World Cup, World Twenty20 and retained the Ashes in 2009.

Edwards, awarded an MBE in the same year, has scored 4,105 runs in international cricket including four centuries, and she is ranked sixth in the women's batting charts.

"I'm very proud of my achievement," she said. "I dreamed of playing for England and I got the opportunity very young. It seems a long time ago – a lot has happened along the way."

"It's been a long journey with a lot of highs and lows, but more recently a lot of highs. I'm as motivated as anything now and want to keep making this team successful."

Clare Connor, head of women's cricket at the ECB and Edwards' predecessor as England captain, added: "Charlotte has been a force in international women's cricket for nearly 15 years and continues to lead the England team with unrivalled enthusiasm, passion and dedication."

"She is a credit to women's cricket, both in England and globally, and a superb role model for young girls who aspire to play for their country."

## Legend Surtees praises 'role model' Vettel

MOTORSPORT legend John Surtees says new Formula One world champion Sebastian Vettel deserves the title and is a true role model for young sport stars.

Surtees, the Edenbridge-based ex-Formula One world champion, remains an avid fan of the sport and was one of millions tuning into last Sunday's epic title shootout in Abu Dhabi, which was won by the Red Bull driver.

Surtees has met the talented German driver after watching his early days in motorsport when his late son Henry was progressing through the ranks. The 76-year-old believes Vettel is a worthy champion at the age of 23.

Surtees said: "Sebastian was just a few years ahead of Henry in karting and then Formula BMW, so we saw him and watched him and I think he is a credit to the sport."

"He is a man who showed extremely good



**IMMENSE TALENT:** (l-r) John Surtees says Sebastian Vettel is a worthy world champion

self-control. The general way he has approached the whole thing has been very professional and he is highly talented. What better world champion could we have?"

"He is also a good role model because unfor-

tunately in sport there are so many examples that are not good for our generation and don't set a good precedent.

"To have a young lad like Vettel come up through motorsport the way he has says a lot.

"He has every possibility of becoming a multiple champion – he is a youngster, but his feet are on the ground and he has immense talent."

Surtees was at Brands Hatch on Tuesday for the launch of the Beaujolais Run. The event is a navigational challenge through a number of cryptic checkpoints, which begins in England and ends in Burgundy in France.

This year the run is raising funds for the Henry Surtees Foundation, a charity set up to support people with brain or physical injuries in the wake of his son's tragic death in a racing accident at Brands Hatch last year.

## Smudger's success

By **DAVID PRITCHARD**

**RELIEF** was the main emotion Andy Smith felt after finally becoming Invicta Dynamos' record points scorer last weekend.

The 26-year-old had been patiently closing in on Elliot Andrews' landmark of 605 points since the veteran hung up his skates in April.

An uncharacteristic dry spell in recent weeks delayed the achievement, but it arrived in style with six goals and two assists in the 17-6 win against Swindon ENL Wildcats last Sunday.

Smith, who came up through the junior ranks at his local club, has now racked up 319 goals and 289 assists in just 220 games.

He said: "It means a lot to me. To be honest, when the goal went in it was a weight off because it's been on my mind all season, so I can enjoy it more now. It was great to break it in front of the home fans, I'd like to thank them, the coach and the other players for their help along the way."

"I played with Elliot so I know what a great player he was, so it was special to take it from him. I'd love to see someone else break it one day, but hopefully it will stay around for a few years."

Andrews was one of the first to offer his congratulations last weekend, along with Kevin Parrish. The Mos head coach originally took a gamble on an 18-year-old Smith and now believes he can go on and break the 1,000-point barrier.

He said: "When he first came in I had a full roster, but I brought him in as a spare forward and you could see from the first training session the talent he had."

"Andy thoroughly deserves it. He has been a pleasure to work with and watch, some of the things he can do with his stick are fantastic."

## Dynamos hitman tells of relief after becoming club's top points scorer



**ICE BREAKER:** Andy Smith celebrates his record-breaking goal and (inset) being presented with celebration champagne by head coach Kevin Parrish

## Facilities to benefit from £135m Government funding

Picture: ADY KERRY



**BOOST:** Medway Park, a new facility part funded by public money, will benefit from funding announced by sports minister Hugh Robertson (inset)

SPORTS minister Hugh Robertson unveiled a fund worth £135 million this week as part of the Government's Places, People and Play campaign.

The idea is to boost mass participation in sport and leave a lasting legacy from the London 2012 Olympics, and a number of clubs and organisations in Kent stand to benefit.

Robertson, MP for Faversham and Mid Kent, said: "This is the cornerstone of a grassroots legacy from hosting the Olympic and Paralympic Games, because it

delivers on the bid pledge of enabling more people of all ages and abilities to play sport

"With more lottery money being invested in facilities, volunteering and protecting and improving playing fields, there will be opportunities for everyone to get involved."

"When people talk about the legacy of the Games, we want them to talk about Places, People Play and then we want them to get out there and join in."

Officials at Kent County Council had feared that funding would

be cut due to the economic climate and the news was greeted with relief.

Chris Metherall, Kent Sports Facilities development manager, said: "It's fabulous, we're really pleased and we're certainly hoping that Kent sees significant benefits."

Clubs and local councils are entitled to apply for grants of between £25,000 and £150,000 from the 'Inspired Facilities' fund, which will be launched in February.

Funds will also be allocated to protect playing fields.



# 'All good times'

**Former Gillingham boss Mark Stimson refuses to look on the negative aspects of his time at Priestfield as he prepares to face his old team for the first time with new club, Barnet**

By DAVID PRITCHARD

MARK Stimson and Gillingham meet next week for the first time since parting company in May, but the ex-Priestfield manager insists there is no bad blood between him and his former employers.

The ex-Newcastle and Portsmouth defender took over at Gillingham in 2007 following highly successful spells in non-league management at Grays Athletic and Stevenage Borough.

He was unable to halt a slump in form while at Priestfield and the team were relegated from League One on the final day of the season. Better days followed, though, and the club bounced straight back thanks to victory in the play-off final at Wembley.

But all the good work was undone as the Gills were relegated on goal difference in May, losing 3-0 at Wycombe in the last game when a draw would have kept them up. Stimson paid the price and left the club by mutual agreement, taking over at Barnet in June.

He always divided opinion among the club's fans, some of whom are likely to give him a hostile reception when the sides meet at Underhill on Tuesday, but the 42-year-old has only good things to say about the club.

"All I've got is good memories of Gillingham," he said. "It was all good times, sad at the end obviously to get relegated, but the rest is all good memories. I'd like to leave it at that, it's just another league game."

Critics pointed to the number of players



Stimson signed from non-league, but he is thrilled with the progress of one of those gambles. Gillingham paid Rushden & Diamonds £150,000 for Simeon Jackson in January 2008 and although the striker took time to settle, he turned into a vital player.

After 42 goals in 98 starts, including the winner at Wembley, the Canada international left this summer for Norwich City in exchange for a transfer fee believed to be around £600,000. He has quickly made himself at home in the Championship, scoring four goals so far in Paul Lambert's side.

Stimson rated Jackson highly from the



**HAPPY DAYS:** Mark Stimson (left) says he enjoyed his time in charge at Gillingham and is delighted to see one of his signings, Simeon Jackson, doing well after his move to Championship club Norwich

beginning of his stay at Priestfield and is not surprised by his success.

He said: "I'm delighted for him. I brought him to the club and knew he would play at a higher level. He's got a fantastic attitude, I went on about his professionalism and desire to play at a higher level probably every week while I was there."

"He had all those ingredients and in the end he turned out to be good value for the club."

"I've spoken to Simeon a couple of times and he's really settled at Norwich and is loving every minute of it. He's getting international football as well, so at the moment his career is certainly going in the right direction and he thoroughly deserves everything he's getting."

**• We'll be at Underhill as Gillingham take on their former manager, visit [www.kentsport.co.uk](http://www.kentsport.co.uk) for all the team news, updates, report and reaction.**

## Fleet banking on FA Cup run to boost club coffers

PRECIOUS income generated by Ebbsfleet United's FA Cup run is set to provide the club with breathing space at a time when finances were beginning to wear thin.

The Fleet had already secured £24,500 in prize money prior to Thursday's replay against AFC Wimbledon, and the Stonebridge Road coffers were further swelled by television money from both ITV and ESPN.

Having been handed three away ties in this season's competition, revenue from gate receipts was well down during October, and chairman Phil Sonsara admitted it had been a struggle to make ends meet.

However, the subsequent victories and TV coverage have left the Fleet in a far healthier position as they look to remain competitive at the top-end of Conference South.

"The FA Cup money will make an incredible difference," Sonsara said. "We will now have income where we didn't expect it and we can overspend in some areas. We've got a relatively small squad, we front-loaded the budget a little bit and it's proved to be the right thing to do in terms of the FA Cup success."

"At this moment, we are catching up with paying our tax bills because it's been a difficult month. Prior to the Welling game [on November 9], we'd not had one home league game since September 18."

Thoughts are already turning towards the annual MyFootball Club subscription renewal date on February 19, with a drop in



**CASH INCENTIVE:** FA Cup progress will give Ebbsfleet much-needed revenue

membership levels predicted once again.

Ebbsfleet manager Liam Daish has seen his squads decimated over the past two summers as a result of uncertainties surrounding the playing budget, but Sonsara is hopeful the cup money can help prevent a repeat this season.

"I'm hoping to have enough money to run the profit-loss account in a responsible manner," he said. "Around 1,700 members are due for renewal in February but for me, the most important thing has been the survival of Ebbsfleet United Football Club."

## Whites boss plays down Wallis bust-up rumours

DOVER Athletic boss Martin Hayes has reiterated that midfielder Jon Wallis is a big part of his plans this season, despite rumours of a bust up between the pair.

The former Gillingham midfielder, who joined the Whites in 2007, has been a regular feature in the heart of the Dover midfield for the past three seasons, but has struggled to cement his place in the squad under Hayes.

The Whites manager has confirmed Wallis is injury free, but decided not to start the 24-year-old in the club's last three games before yesterday's FA Trophy clash with Woking.

He started on the bench for Dover's FA Cup triumph at Gillingham earlier this month and wasn't selected in the squad for last Saturday's 3-2 win at Boreham Wood.

Dover supporters have been voicing their concerns on a fans' forum, but Hayes has played down any talk of a rift with the player and insists Wallis has an important part to play this season.

He said: "Jon is desperate to get back into the side. I hate seeing good players like Jon sitting in the stands, but we have a squad of 18-19 players and it is hard to keep them all happy all of the time. He is a big part in



As part of our new weekly series, we bring you the pick of the week's Tweets from the county's sports stars

THE SPIRIT of the FA Cup is alive and well at Princes Park despite Dartford's midweek FA Cup exit.

A 4-0 replay defeat at the hands of League Two's Port Vale ended the Darts' run at the first round stage, but the club's fans' site @puredfc was looking on the bright side: "Travelling back from Port Vale; does this run make up for all the mediocre runs in the last few years? Yes, it does."

There's never a dull moment for Ashford superbike rider Leon Camier. Last week he tweeted about riding alongside Batman star Christian Bale, while this week @leoncamier could probably have done with some superhero assistance: "2 problems... was out training in the mountains outside Los Angeles earlier and nearly stood on MASSIVE foot-long rattle snake!!"

"2nd prob, thought my flight was 2 hours later than what it is, only just realised as were driving to airport, won't be the 1st missed flight!"

The X Factor is never far away from Kent skipper Rob Key's thoughts and @robkey612 concurred with the decision to boot off Aiden Grimshaw (pictured): "Can't lose this week with these two in the sing off. Might see some proper intensity here. Well done public."

Golfer Karen Stupples was on a guilt trip following the case of the missing snacks @Kstupples: "busted! I got donuts this morning with Logan but ate them before he came home from school. He had to ask where they went! Going on the bike."

Follow us at [www.twitter.com/kentsport](http://www.twitter.com/kentsport) for the latest sports news from around the county



**STRUGGLE:** Jon Wallis has been backed by Martin Hayes (inset) to return to form

what we are doing this season and I've said in the past we are going to need all of our squad."

The Whites announced tickets for their FA Cup second round tie at home to Aldershot Town are now on sale. The Crabble club have been allocated 3,000 tickets for home supporters, while 2,000 are to be distributed to their opponents.





CHOICE: Fans can choose ticket options

## Season tickets on sale at Kent

SEASON ticket packages for the 2011 season have gone on sale at Kent, with a variety of options available depending on which competition supporters want to watch.

A season ticket for all home matches will cost £200 if bought by December 31, rising to £220 from January. Fans of limited overs cricket can buy a ticket which excludes the County Championship for £150, increasing to £165 in the New Year.

Junior packages begin at £22 for players at affiliated clubs, while students can gain admission to all home games for £150.

Extensive work is taking place to redevelop the St Lawrence Ground in Canterbury this winter.

One side effect is a decrease in parking space and members who want one of the 200 places at the ground will have to fork out £200 for the season. A cheaper option is at nearby Simon Langton Girls' Grammar School, priced at £75.

Jamie Clifford, Kent's chief executive, said: "We have worked hard to produce a range of options that fit with people's lifestyles. There is already a buzz around about the coming year; with floodlights, a refurbished pavilion and improved facilities, we really will be the leading sports venue in the county."

## Gills foursome all set for comeback in reserves

GILLINGHAM'S season could be set for a major shot in the arm as four of the squad's key players are primed for a return before the end of the month.

Injuries have plagued the club's campaign to date, with the list of unavailable players into double figures at times.

Now there appears to finally be some good news, with Simon King, Garry Richards, Andy Barcham and Curtis Weston all on course to play for the reserves away to Wycombe Wanderers on November 30.

All four have been missed during their varying time on the sidelines. A serious ankle injury means King has not played competitively for 18 months, while Richards (ankle) is another to miss the whole of this season. Barcham has not featured since August, also with ankle trouble, while a persistent thigh problem has limited Weston to just seven starts.

The breakthrough has come as welcome news



GOOD NEWS: Garry Richards and Andy Barcham are on the road to full fitness

for Gills boss Andy Hessenthaler as he looks to turn the club's disappointing season round.

"The reserve game is going to be quite a strong

one. Curtis could be back even earlier because he hasn't missed that much," he said. "It's pleasing for us and me as a manager as I'm looking forward to working with Simon and Garry in games."

"Simon is progressing nicely and Garry will need two or three games. We'll just have to see how they go. Simon's upped his training schedule so he may play longer in the reserve games."

The squad will also swell with the imminent return of Josh Gowling, Connor Essam and Luke Rooney from loan stints. Gowling had expressed a desire to prolong his stay at Lincoln, but Hessenthaler is keen to bring him back.

He said: "We've helped [Lincoln] out in a couple of ways and I wouldn't say he will be staying at Lincoln. We've had a chat with the chairman, but with the situation at the club at the moment we need to bring everybody back and go again."

• See inside for an interview with ex-Gills boss Mark Stimson as he goes head to head with his previous employers as Barnet manager next week.

# LASHINGS' FOLB CONFIRMS TALKS WITH EXILE ZULO

## Exhibition club set for meeting with wicketkeeper who fled his country over match-fixing claims

By DAVID PRITCHARD

LASHINGS say their offer of a contract to Zulqarnain Haider has nothing to do with publicity, ahead of talks with the exiled Pakistani cricketer on Monday.

Chairman David Folb will meet Zulqarnain and his advisers tomorrow in London with a view to signing the wicketkeeper for the Maidstone-based exhibition side.

### Threatened

The 24-year-old fled to the UK last week after claiming he had been threatened by an alleged match-fixing ring.

The club have a track record of signing players in search of refuge, with Rashid Latif and Henry Olonga joining in similar circumstances.

Lashings quickly went public to state they were attempting to contact him, which was widely reported in the cricket media around the world, but Folb insists the move was only motivated in the player's interest.

He said: "Obviously he's over here in hiding like Henry Olonga was - we helped him out and this just seemed the right thing to do. I'm not sure we are bothered about the publicity."

"Years ago I think that might have been the case, but it doesn't affect us. We won't get any more bookings out of it."

"I don't think the ethos of the club

has changed. We go around and the players enjoy what we do. We try where we possibly can to have guys with a good image. This sounds like a similar case to Henry."

"We are standing for everything that's good in cricket. We are trying to teach an example to others and until this match fixing business is stamped out it will be a scourge on the game."

The affair broke after Zulqarnain, who made his Test debut against England last summer, claimed he and his family had received death threats following his refusal to throw Pakistan's fourth One-Day International with South Africa in Dubai.

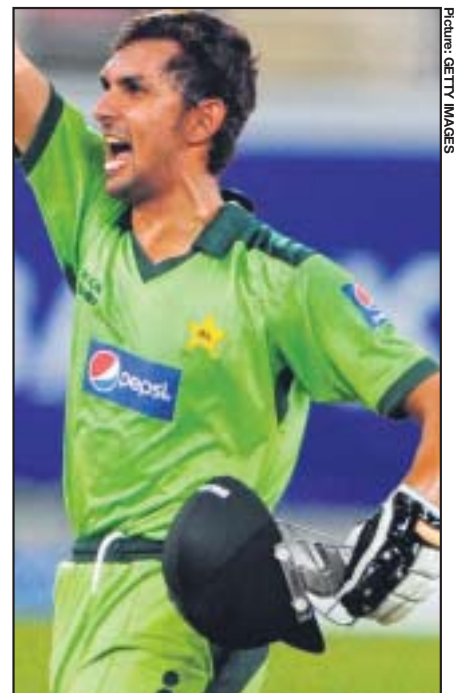
Since claiming asylum he has been subjected to a barrage of criticism from former Pakistan internationals, including the 1992 World Cup winning captain Imran Khan and current limited overs skipper Shahid Afridi.

There has been support from some, if not all, Pakistan fans and from Latif, an outspoken critic of match-fixing who was also ostracised by the Pakistan cricket establishment.

Folb is reserving judgement until tomorrow's meeting, but believes there is a good chance a deal can be struck.

"We're very optimistic we can come to some sort of deal," he said. "He's previously said he'd be keen to play league cricket, but there's no reason he couldn't combine that with playing for us."

"Last year, for example, Chris Harris was our skipper while also helping Bromley win the Kent League."



REFUGEE: Zulqarnain Haider fears reprisals over his match-fixing claims, and (left) Henry Olonga, who joined Lashings for similar reasons

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